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Israeli Troops Wound Scores Of Arabs in Gaza

Government Assails UN Over Call For Steps to Protect Palestinians

Compiled by Our Staff From Dispatches

JERUSALEM — Israeli troops shot and wounded scores of Palestinians in the occupied Gaza Strip on Sunday, and the government rejected a United Nations call for international protection of Arabs under Israeli occupation.

Rioting on Saturday and Sunday was triggered by rumors that a Palestinian detainee had been killed by Israeli troops. Israel said the detainee had committed suicide.

Israeli radio said that 86 Palestinians were wounded Sunday in clashes with Israeli troops. Arab reports said 70 were hurt, and that most of them had been shot in the arms and legs. The army put the number at 27 and said it was checking the other figures.

United Nations and hospital sources said that soldiers wounded 98 people on Sunday and 180 on Saturday, a two-day toll of nearly 300.

The entire Gaza district, with 750,000 residents, was declared a military zone and closed to reporters.

Curfews were imposed at most trouble spots, but many youths violated the restrictions to throw stones at passing military patrols.

Tension in the Tel Aviv area was also heightened by an unusually wide network of roadblocks on highways into the city. The roadblocks were set up by the police in search of Palestinians traveling without security clearance.

A Foreign Ministry statement assailed the UN secretary-general, Javier Pérez de Cuéllar, for a report Thursday in which he suggested broadening the mandate of UN institutions in Israel to safeguard the 1.7 million Palestinians under occupation.

The statement took particular offense at a proposal to convene the signatories to the Fourth Geneva Convention of 1949, which sets out rules for the treatment of civilians in wartime.

"Israel is disappointed at the one-sided approach exhibited in the report," the Foreign Ministry said. "The recommendations in the report are directed only toward Israel and do not see fit to call for a cessation of violence on the Palestinian side."

It said the call to apply the Geneva Convention was "a dangerous politicization that constitutes a grave attack on the effectiveness of this important humanitarian instrument."

Israel, the statement said, does not believe that the convention applies to the Arab territories it captured in the 1967 Middle East war because the legal status of these territories is undefined.

Nonetheless, the statement said, Israel observes the convention's humanitarian clauses "de facto," permitting activities by the International Committee of the Red Cross and foreign visitors.

Mr. Pérez de Cuéllar called for the conference on protecting Palestinians in a report about the Oct. 8 police killing in Jerusalem of

See ISRAEL, Page 4

The Associated Press

A Palestinian hurling a stone on Sunday at soldiers in Gaza.

Greg English/The Associated Press

Secretary of State James A. Baker 3d giving "thumbs up" on Sunday to troops of the U.S. 1st Cavalry Division in the Saudi desert.

For Baker, an Earful From the Troops

By David Hoffman
Washington Post Service

EASTERN SAUDI ARABIA — Secretary of State James A. Baker 3d got a sobering look Sunday at the reality of military life in the Arabian desert, where American troops expressed anxiety about how long they would remain before going to war or going home.

Mr. Baker, who is sounding out governments allied against Iraq about the prospects for conflict with Baghdad, offered the troops no timetable.

But in remarks to the 4,200 men and women of the 1st Cavalry Division, a mechanized infantry division based at Fort Hood, Texas, he dropped the fiery rhetoric that he and President George Bush have been using in recent days to pressure the Iraqi leader, Saddam Hussein.

Mr. Baker did not mention hostages or potential United Nations resolutions on force to the troops who would do the fighting, nor did he reiterate the impatient warnings from Mr. Bush that time is running out to drive the Iraqi Army from Kuwait.

Instead, he spoke in subdued tones about the principles underlying the largest U.S. military deployment since the Vietnam War.

Mr. Baker acknowledged the uncertainty among the troops about whether the president would eventually order them to fight.

"The main question is knowing what the future holds," he said after mingling with the soldiers. "That's the one thing that people are asking more than anything else, and of course that's something that right now can't be answered with a great deal of specificity."

Mr. Baker told the troops:

"This is a long, long way from home, but I think that Americans are home wherever our principles are. And that's really what this crisis is all about."

"Today we are facing the first real crisis of the post-Cold War era," he said. "We have an opportunity to establish — to participate in and establish a whole new international order. And we don't want to make the same mistakes that were made in the '30s."

"Your nation is grateful to you for what you're doing," he said.

Although Mr. Baker said he was "impressed at the excellent morale of these troops," many soldiers told him of their impatience.

"Time is being wasted," said Sergeant Lisa Jones. "Let's do something or go."

Second Lieutenant Henry Wardick said, "Most of us assume we'll be going to war sooner or later. I'd like to go home as soon as possible, but let's get the job done."

"When are we going to get to go home?" Sergeant Kim Mathis asked Mr. Baker.

"How long you been here?" he asked in reply.

"Too long," she said.

Sergeant Mathis said later, "I'm tired of eating this dirt. I'm tired of drinking hot water."

While Mr. Baker shook hands with officers in the front rows of the assembled troops, some of the enlisted men and women in the back row beckoned for the secretary of state to come talk with them.

"Have some hot water!" some

See BAKER, Page 2

Iraq Rules Out Talks Linked to Kuwait Pullout

It Says World Must Forget Country Was Independent

By Nora Boustany
Washington Post Service

AMMAN, Jordan — Iraq on Sunday categorically rejected any negotiation linking peace with a withdrawal from Kuwait, saying the world should forget that Kuwait was once an independent nation.

The Iraqi information minister, Latif Nasif Jasim, underscored his government's uncompromising posture on Kuwait in a briefing in Baghdad.

"I want to tell you as a member of the leadership, we will never go out of Kuwait, ever," he said. "The whole world should forget something called the Emirate of Kuwait."

"They should speak about 'a province called Kuwait' and act accordingly," he added.

Iraq's reiteration of its hard-line stance followed a day in which Iraq seemingly had struck a conciliatory note, freeing a trickle of Westerners over the weekend. On Sunday, Baghdad released 14 German hostages and a Belgian, who arrived in the Jordanian capital on the eve of a visit by former Chancellor Willy Brandt to Iraq.

The remarks undercut speculation that Iraq might be ready to pull out of most of Kuwait if it were allowed to keep a disputed oil field and two strategic islands at the head of the Gulf.

Iraq would cede nothing, Mr. Jasim said.

In Alexandria, Egypt, President François Mitterrand of France said a United Nations trade embargo against Iraq should be given more time to be effective.

"The embargo demands patience. Every week we achieve new results and the embargo should be respected by all countries if we want it to succeed," he said after two hours of talks with President Hosni Mubarak.

But, Mr. Mitterrand cautioned, Iraq's president had been wasting time and he warned of a destructive war.

"Saddam Hussein is driving the world into a destructive war, but his destruction will be even worse," the French leader said.

Mr. Mitterrand, who traveled to Alexandria to inaugurate a French-language postgraduate university, returned to Paris on Sunday for talks with King Hussein of Jordan.

Mr. Mitterrand said he had responded positively to an Egyptian request to write off about $2.8 billion in Egyptian military debts.

The United States has already agreed to forgive about $7 billion of Egyptian military debt to help it through economic problems resulting from Iraq's invasion of Kuwait.

A former Japanese prime minister, Yasuhiro Nakasone, met Saddam Hussein but said he had obtained no promise that Japanese hostages would be released.

Mr. Nakasone, who talked for more than two hours with the Iraqi leader, said that he had not specifically asked him to free more than 300 unwilling Japanese "guests." Mr. Nakasone said he had urged Mr. Hussein to free all the hostages as soon as possible.

Complaints by some of the detainees that they were not able to contact their families prompted Mr. Hussein to order the installation of telephone lines at some strategic sites where the hostages are being kept as human shields, according to sources in Baghdad.

An Iraqi relief official said foreign hostages held in Iraq can send and receive regular mail as of Nov. 15. Delegations from the British and American Red Cross societies arrived in Baghdad over the weekend to arrange for mail and hu-

See IRAQ, Page 2

Crisis in the Gulf

Saudi oil output surpassed 8.2 million barrels a day last week, the highest mark in a decade.

The forces arrayed against Iraq are prepared for the 'long haul,' an analyst said.

Despite dissent in the EC, Bonn stands by Willy Brandt's *private mission to Baghdad.*

Articles, Page 2

In Bonn and Tokyo, Gulf Crisis Is Better Left Unmentioned

Japanese Election Touches the Nerve Of Militarist Past

By Steven R. Weisman
New York Times Service

TAHARA, Japan — When asked about U.S. pressure that Japanese troops be sent to the Gulf, Michiko Goto, a Socialist candidate for parliament, declared amazement that outsiders have not learned the lessons of history.

"Japan inflicted so much disaster on so many countries in the last war, we could never apologize enough," said Mrs. Goto, 62. "After that experience, we should never again aim a gun at foreign peoples — even the people of Iraq."

Three months after Iraq invaded Kuwait, that view has in effect prevailed in Japan against the efforts of Prime Minister Toshiki Kaifu and the governing Liberal Democratic Party to send military personnel abroad for the first time since World War II.

After heated parliamentary exchanges, Kaifu aides declared the troop proposal dead amid polls showing 2-to-1 opposition.

But the real nationwide debate has been in places like Tahara, west of Tokyo, where the measure was the main issue in a fierce election campaign.

People at the railroad station, in shopping centers and on street corners showed broad frustration at the failure of the world to understand Japan's view of its role, dictated by the legacy of its militarist past.

"If Japan is criticized, that's that," said a woman waiting for a bus. "It might sound selfish to you, but I'm very afraid of becoming involved in another war."

The various issues cited by Tahara residents all related to years of being taught about the revered status of what is known as Japan's peace constitution, with its article renouncing force as an instrument of policy. The constitution was dictated by the United States after World War II.

Another recurring theme was continuing mistrust of the military, widely seen as having hijacked an unwilling nation in the 1930s and taken it to war. Many people said they are not reassured by promises that, in the Middle East, the army would be under civilian control.

"Given the characteristics of the Japanese people, I don't think civilian control of the military is effective," said Hiro Konda, 52, an office worker who spoke of Japanese conformity and fear of resisting even dangerous trends. "We have a saying," he said. "If the line is long, people will always join in. That's what happened before, and it can happen again."

The Kaifu government seems to have alarmed many voters with talk about easing the old interpretations that the constitution bans Japan's participating in future United Nations peacekeeping forces, not simply the current situation.

Many citizens said they suspected that Mr. Kaifu and his aides

See JAPAN, Page 4

Politicians Ignore Mideast in Race For German Seats

By Marc Fisher
Washington Post Service

BONN — As German politicians campaign feverishly through their reunited nation for parliamentary elections next month, the situation in the Gulf goes virtually unmentioned.

"It is not in our interest for the Gulf to be a campaign issue," said Karl Lamers, a member of parliament who is a security expert for the ruling Christian Democratic Party. "My constituency is overwhelmingly interested in German unity and that's all."

With a month to go before the German elections on Dec. 2, the country's leading news magazine conducted an opinion poll on everything from abortion rights to the future of the East German Trabant automobiles — but not a single query about the Gulf.

A private research group in Los Angeles, the Simon Wiesenthal Center for Holocaust Studies, issued a report last month detailing a "special relationship" between German companies and Iraq's development of chemical and biological weapons. But the news drew little attention and no public protest or show of indignation.

Soon after the Gulf crisis erupted three months ago with Iraq's invasion of Kuwait, public opinion in a number of allied countries, especially the United States, appeared impatient and critical of Germany's failure to make some military contribution, beyond financial and rhetorical support.

Although nearly every German political party has endorsed a constitutional change to allow troops to participate in a United Nations-led military operation, no party wants to move on the issue before next year.

"There is a general lack of interest in military matters here," said Jochen Thies, editor of the foreign policy journal Europa-Archiv.

"The attitude is, we came under pressure and paid $2.2 billion to support U.S. troops in the Gulf and now we are out of it. We paid our ransom."

Japan, like Germany, also has come under fire from abroad for failure to lend more than verbal and fiscal support to the Gulf effort. But unlike Germany, Japan has undergone a major national debate over the government's unsuccessful proposal to send noncombat military forces to the region.

The Bonn government wants to postpone all decisions on the Gulf, Mr. Thies said, because Chancellor Helmut Kohl knows that German elections traditionally turn on domestic issues.

But for politicians, Iraq remains an inescapable issue that keeps resurfacing. On Wednesday, a former chancellor, Willy Brandt, announced that he might undertake a personal peace mission to Baghdad in an effort to free 400 Germans.

On Saturday, Mr. Brandt said that he would, in fact, go. He said

See GERMANY, Page 4

Kiosk

Soviet Leader To Visit Bonn

BONN (Reuters) — Mikhail S. Gorbachev will visit Germany for three days beginning Friday, the first anniversary of the opening of the Berlin Wall, German government sources said.

A German newspaper said Chancellor Helmut Kohl would meet the Soviet president in Bonn and at his home in Oggersheim. The two leaders are to sign a comprehensive treaty.

Mr. Gorbachev canceled plans to visit the united country last week because of political problems at home.

Bonn has taken the lead in pressing for generous Western aid to bolster Mr. Gorbachev's planned economic changes. The German government guaranteed a 5 billion Deutsche mark ($3.3 billion) bank credit to Moscow, and is also providing about 15 billion DM in aid in return for the withdrawal of Soviet troops.

Crossword Page 19.

Lionel Cironneau/The Associated Press

Boris Becker, having his thigh wrapped, had to default Sunday to Stefan Edberg with the No. 1 ranking at stake and the score 3-3 in the first set of the Paris Open tennis final. Page 21.

General News

Mary Martin, the star of "South Pacific," "Peter Pan" and other stage and screen successes, died at 76. Page 4.

Romania vows to use security forces to maintain order in the face of protests. Page 5.

Business/Finance

Several major financial institutions are considering leaving New York City. Page 15.

South Korea could face stagflation next year, a research organization said. Page 17.

For Soviets, No Old School Tie

Communism Finds Many Doubters Among Students

By Bill Keller
New York Times Service

STERLITAMAK, U.S.S.R. — The question before the 10th-grade history class at Raisa M. Gorbachev's old school was: How many students would like some day to enter the ranks of the Communist Party?

A few of the 34 students giggled. Anyone? No one.

"My grandmother has been a party member since 1937, and she says she never did anything but pay dues," explained a girl in the back. "She says they take our money to build country houses for themselves. They live well on our money, with big cars, while we working people do without."

What did the 17-year-olds of this chemical manufacturing center think of President Mikhail S. Gorbachev?

"Five years ago, absolutely everybody believed in him, kids and grown-ups," volunteered a girl named Anna, as her classmates nodded agreement. Now, she said, everyone has lost faith in him.

And what about Mrs. Gorbachev, the Soviet first lady, who graduated with an academic gold medal and devoutly Marxist faith from this very school 41 years ago?

A fidgety silence, and then a girl's hand shot up in the back.

"The thing is, when she goes abroad, all the hairdressers and fashion designers have to go with her, and that costs a lot of money."

Ninety minutes with these teenagers at Sterlitamak Middle School No. 3 is a short course in growing up Soviet, which has probably never been freer, or more confusing, than it is today.

Having spent their adolescent years breathing the fearless air of *glasnost*, mixed with the soured hopes of economic betterment, these youngsters are refreshingly uninhibited, voraciously curious, but much more sure about what they doubt than what they believe.

"Everyone has to believe in something," mused Gennadi I. Malofeyev, the principal of School No. 3 and teacher of the history class.

"In your country you believe in God. In ours we had some kind of faith in a bright future. Now we have lost this belief and found nothing to replace it."

He would like to try a bit of the Bible on his

See SOVIET, Page 5

The president of the Moldavian Republic called for an end to street demonstrations. Page 5.

Mood of Pessimism Grips U.S. Voters

By Michael Oreskes
New York Times Service

WASHINGTON — As election day approaches, Americans are more pessimistic about the future than at any time in a decade, according to a poll by The New York Times and CBS News.

The dour mood coincided with deepening pessimism about the economy and is linked to a collapse of faith in the ability of government and politicians to make things better, the telephone survey of 1,445 adults found.

For the first time since the days of stagnant economic growth and high inflation in Carter administration, a plurality of Americans surveyed, nearly four in 10, said they expected things would get worse in the country over the next five years.

Sixty-six percent of those interviewed said they believed the economy was in bad shape and 57 percent said that it was harder to make ends meet.

In that context, 77 percent said they believed government was run by a few big interests looking out for themselves rather than for the benefit of all the people. That was the highest figure ever recorded in the quarter of a century that various researchers have been taking this measure of cynicism toward government.

The pessimism is in sharp contrast with the upbeat days after the 1984 Los Angeles Olympics and Ronald Reagan's re-election, when nearly half of those polled said they thought things would be getting better and only two out of 10 thought things would get worse.

"Things were better five years ago, I reckon, but I guess that was the time that we spent and borrowed too much," Vivian J. Martin,

See POLL, Page 4

Some senatorial incumbents are embattled, while Republicans brace for losses in House. Page 3.

Anti-Iraq Forces Prepared for the 'Long Haul,' Expert Says

The form and timing of a possible offensive to drive Iraq out of Kuwait are being discussed among allied leaders. François Heisbourg, director of the International Institute of Strategic Studies in London, who visited the front in Saudi Arabia last week, talked to Joseph Fitchett of the International Herald Tribune about military options.

Q. Is the Bush administration's "window of attack" limited to December and January because Saudi Arabia wants foreign troops to depart?

A. It was striking to me that Saudi leaders dismissed this supposed calendar. I found a high degree of confidence that they can cope with the pressures due to religious events — March, the Ramadan month of fasting, and June, when the Muslim pilgrims come for hajj. The Saudis acknowledge that they will face some difficulties, perhaps even incidents of the sort involving Iranians in 1987 that led to shootings in Mecca. But it would be a mistake to believe that there is a compelling deadline with no alternative between going to war or pulling out Western forces.

Q. Does this mean that the risk of imminent hostilities is receding?

A. The anti-Iraq coalition is politically prepared for a relatively long haul, if necessary. But Saudi society also seems robust in its confidence to sustain a war, at least a short one. Interestingly, Saudi industrial cities, such as Jubail, are increasingly impatient to see Saddam Hussein out of the way so that they can get rid of the massive military presence —

MONDAY Q&A

military, not foreign military — that scares off potential investors. Also, Saudis are understandably alarmed by what is happening in Kuwait, which is being relentlessly dismantled, and the rest Iraqified. The question now becomes: What will be left of Kuwait if we wait for sanctions to force the Iraqis to relent?

Q. Could an attack come soon?

A. I found high readiness among Saudi and Egyptian, American and British forces. Our capability in the air is overwhelming, and our capability for offensive warfare is growing. For the moment, everyone is gung ho, but our initial logistical success in getting there now needs to become an operation for big troop rotations to prevent boredom. Coordination among national contingents on the ground is good enough for successful defense, but needs to be perfected for offense.

•

Q. What is the British and French role?

A. Significant. The British armored brigade is a very professional, offensive outfit, and those tanks will be ready in mid-November. France's force, at the hinge between the two fronts, got experience in Chad in mobile desert warfare with a "three-dimensional" approach of combat helicopters working directly with rapid, wheeled tanks.

Q. What are the Iraqi defenders doing?

A. Reinforcing, digging in, laying mine fields. There have been questions about their morale based on the desertion rate. From what I was told, only about 300 Iraqis have deserted in three months — not a very high figure. Even if you assume tight control, that figure cannot be the basis for assuming that morale is necessarily low. They are being taken seriously by our commanders, who do not assume that they will surrender easily.

Q. So how costly would an attack be?

A. War is by nature unpredictable, but a comparison comes to mind. In the October war in 1973, Israeli counterattacking forces against Syria and Egypt encircled the Egyptian 3d Army. That war lasted 18 days and approximately 2,500 Israeli soldiers were killed. That is not a prediction because it is impossible to tell how any new conflict will develop. If Kuwait is liberated, will Iraq accept a cease-fire or fight on? And, of course, war aims could change to include the goal of eliminating the regime in Baghdad, but that would require a different magnitude of organization.

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Q. Can Baghdad bring Israel into the conflict?

A. If Jordan were taken over by an overtly pro-Iraqi government, you would have geographic linkage between the two theaters of Middle East conflict. That is why it is important that the Hashemite dynasty remain in place in Jordan. There is so much resentment against the way in which King Hussein has been acting in the crisis that the desire for revenge could cloud some Saudis' judgment about the strategic importance of seeing that Jordan is not destabilized.

Q. You make the Saudis sound confident?

A. Thoughtful people do worry a great deal about what would happen if Iraq were finally to collapse. The territorial temptations of Iraq's neighbors — Turkey, Iran, Syria — could lead them into expansionism. Iraq's complaints that its borders are a colonial legacy could be turned against Iraq by the countries on the other side of those frontiers. The oil region around Kirkuk and Mosul used to belong to the Ottoman Empire and then was taken away from Turkey in 1918. The Security Council should take the opportunity of a future resolution to reaffirm the territorial integrity of Iraq.

Baker Pressing for UN Approval to Use Force Against Iraq

Washington Post Service

BAHRAIN — Secretary of State James A. Baker 3d is visiting the Gulf and Europe to lay the groundwork for a new United Nations Security Council resolution authorizing the use of force against Iraq and to ask Arab and European allies under what conditions they would support military action.

The United States, Mr. Baker said, "has made it extraordinarily clear" to President Saddam Hussein of Iraq that it is prepared to use force if the crisis cannot be resolved peacefully.

The threat of armed conflict is "not just words," Mr. Baker said, echoing the hard line taken recently by President George Bush.

Despite the strong language, administration officials said any decision by Mr. Bush about the need for military action is not likely for some weeks, perhaps until next month, as long as there is no provocation from Mr. Hussein.

While refusing to discuss specific military options, Mr. Baker said Saturday: "We've got questions for our coalition partners. We'd like to know under what conditions and subject to what constraints they'd be willing to consider certain types of action."

According to other administration officials, one of the key questions Mr. Baker wants answered is whether coalition partners are prepared to pay a high price in casualties if conflict starts out.

Some Arab diplomats in Washington have speculated that the conflict could largely be fought from the air, with heavy allied bombing sparing ground troops from severe casualties. Mr. Baker, one official said, does not believe this scenario and thinks that a war could inflict a heavy toll, and he wants to get a first-hand understanding of whether Arab leaders with forces in the region are prepared to make such a sacrifice.

Mr. Baker said he would have discussions on this trip with the other four permanent members of the Security Council — Britain, France, China and the Soviet Union — about possible action this month on a resolution authorizing the use of force. Mr. Baker said he also would consult with other alliance partners about how long to apply economic and political pressure before considering military action.

Administration officials said Mr. Baker and other Bush advisers would like to "calibrate" an escalation of the pressure on Iraq over the next several weeks. This effort involves public expressions of impatience, threats of force and private preparations that would be necessary prior to conflict.

Mr. Baker is to see King Fahd of Saudi Arabia and President Hosni Mubarak of Egypt and said Saturday that he may also meet Syrian officials while in the region.

Mr. Baker is also seeking answers to unresolved questions about the command and control of allied forces if conflict erupts.

At the same time, Mr. Baker made it clear that he hoped to use other methods to increase pressure on Mr. Hussein, short of actual conflict, in the weeks ahead.

The United States, he said, would seek to implement the latest Security Council resolution calling for resupply of the U.S. and British embassies in Kuwait.

Saudi Oil Output Is Highest in Decade

By Youssef M. Ibrahim
New York Times Service

RIYADH — Saudi Arabia's oil production surpassed 8.2 million barrels a day last week and is expected to rise to 8.5 million early next year, the highest in a decade, the Saudi minister of petroleum and natural resources, Hisham Nazer, said in an interview.

The rise in Saudi production, along with increases by other members of the Organization of Petroleum Exporting Countries like the United Arab Emirates, Libya, Nigeria and Iran, means that the estimated loss of 4 million barrels a day from Kuwait and Iraq as a result of the United Nations embargo has already been made up.

But the significance of the Saudi increase is underlined by the fact that virtually all other major producers within OPEC and outside it, including the Soviet Union, Norway and Britain, have in the view of oil experts reached the limits of their capacity.

Coupled with a drop in consumption of about 1 million barrels a day because of the high prices, these developments mean that despite the embargo on Kuwaiti and Iraqi oil the world supply may be a little more than it was before the Gulf crisis began in August.

Oil experts said that unless war broke out in the Gulf, the additional flow of Saudi oil would by February push prices significantly below their present level of $34 a barrel.

This presumably will result in a drop in the retail prices of gasoline and home heating oil.

These specialists maintain that prices are now so high only because a fear of shortages has produced "a psychological premium."

Saudi and American officials also expressed confidence that even in the case of war, Iraq would not be able to stop Saudi oil exports, noting that it had failed to halt Iranian exports during eight years of war despite daily bombardment of Iran's oil installations.

The increase in Saudi output has come much faster than expected and the oil minister said Saturday that production levels over the last three months had been higher than previous official estimates.

"Immediately after the Iraqi invasion on Aug. 2, our production went up from 5.4 million barrels a day to 6 million," Mr. Nazer said. "In September, we reached 7.5 and in October we were at 7.7 million barrels a day.

"Right now we are pumping 8.2 million barrels a day and I expect next year we will hit 8.5 million barrels a day without major capital expenditures."

The Saudi output is 57 percent higher than what it was before the Iraqi invasion.

With this increase, oil experts say, OPEC oil production will stand at 23.3 million barrels a day by February.

Before the Gulf crisis, oil experts anticipated that the world would need 24.2 million barrels a day from OPEC this winter.

But the near doubling of crude oil prices since August has reduced consumption by about a million barrels a day, according to the International Energy Agency and independent oil experts.

In addition, supplies normally held by international oil companies to be used in winter are at a record high level. This means that demand and supply by the start of the year should be in balance, with a strong possibility that supplies will in fact be in excess of anticipated demand for oil worldwide.

Saudi oil industry executives said the country planned to increase its output above the "sustainable level" of 8.5 million barrels a day expected early next year.

But they said any further rise would take much longer and would require substantial capital spending and construction work to upgrade the existing network of pumping machinery, gas separation plants and pipelines.

Saudi Arabia is the world's largest exporter of oil and possesses the biggest reserves, conservatively estimated at 250 billion barrels. Recent discoveries near Riyadh, which are still being assessed, may add 20 to 30 billion barrels to those reserves.

Saudi oil industry officials agreed with an assessment by the American military commander in the region, General H. Norman Schwarzkopf, last week that Iraq has limited ability to damage Saudi oil exports.

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IRAQ: *No Talks on Kuwait Pullout*

(Continued from page 1)

manitarian aid to reach hostage foreigners.

Jordanian officials described Iraq's offer Saturday to free all foreign hostages if two out of five countries it named renounced the military option to end the Gulf crisis as "a potential entrance" to moving the peace process forward. The countries were named as Germany, France, China, Japan and the Soviet Union.

The statement was largely ignored by the governments involved, who previously have rejected similar plans.

A former French foreign minister, Claude Cheysson, said that France, which has sent warships to the Gulf and more than 5,000 troops to Saudi Arabia, should follow Moscow in rejecting the use of military force.

Mr. Cheysson said on French television that Baghdad was receptive to Mr. Mitterrand's linkage of Middle East issues to the Gulf crisis. He said France insists, however, that Iraq should retreat from Kuwait before discussion of a regional settlement on the Arab-Israeli conflict.

■ **Syrian Tankers Arrive**

Caryle Murphy of The Washington Post reported from Yanbu, Saudi Arabia:

After weeks of delay, a small contingent of Syrian troops equipped with Soviet-made tanks arrived in this Red Sea port to join the military forces arrayed against Iraq.

Saudi and Syrian officials said the contingent was the first of a promised 15,000-strong Syrian armored division for the U.S.-led multinational force.

But unless the pace of the Syrian deployment is stepped up from what was seen Sunday, it is likely to be weeks before the division is here in full force.

Syrian military officers accompanying the troops said that between 2,500 and 3,000 soldiers were aboard the Saudi-owned commercial ship, but reporters were only shown about 220 men.

Although Syria has promised to send 300 tanks and armored vehicles for the anti-Iraq alliance, only 12 T-62 tanks and seven armored anti-aircraft vehicles were visible on the docks. The T-62 is an older model of Syria's more modern, Soviet T-72 tanks.

Lieutenant General Khalid Sultan of Saudi Arabia, who commands the Arab states' forces in the multinational build-up, greeted Major General Ali Habib and his Syrian troops at the port.

"It is really a pleasure to have a Syrian armored division here. That makes me happy as a commander," said General Khalid. The Saudi officer called the arrivals the first "samples" of the division, which he said he hoped would be here fully "in a few weeks."

General Khalid, who pulled up in a blue Cadillac, gave the Syrians a quick inspection on the dock.

Saudi officials were eager for reporters to view the Syrian troops, in order to dampen recent speculation that Mr. Assad was having second thoughts about supporting the largely Saudi-financed and U.S.-led build-up.

Syria already has sent 3,000 troops to Saudi Arabia and 1,000 more to the nearby United Arab Emirates. But it had delayed shipping the full armored division amid signs of popular discontent at home over Mr. Assad's decision to join the anti-Iraq coalition.

Yousef Allan/The Associated Press

A just-freed American hostage, Raymond Galles, a diplomat, walking through the transit lounge at Amman airport after his release from Baghdad. He served at the U.S. Embassy in Kuwait.

Bonn Stands by Brandt On Mission to Baghdad

Compiled by Our Staff From Dispatches

BONN — Although the German government has failed to transform a visit to Iraq by former Chancellor Willy Brandt into a multinational mission with formal United Nations backing, Bonn repeated its backing Sunday for the mission.

Belgium called Sunday for a special European Community meeting to discuss potential cracks in the front against President Saddam Hussein of Iraq because of the growing number of missions to obtain the release of hostages.

A former Japanese prime minister, Yasuhiro Nakasone, met with Mr. Hussein on Sunday and said the Iraqi leader "demonstrated serious encouragement" to end the crisis.

Mr. Brandt will be visiting Iraq on an unofficial hostage-release mission. The German government wants UN backing to counter charges that Bonn is breaking the united front against Iraq.

Secretary-General Javier Pérez de Cuéllar has declined to sponsor Mr. Brandt's visit to Baghdad, saying that the organization already has a special envoy whom the Iraqis have declined to see.

Mr. Brandt has said that his visit, which starts Monday, is both humanitarian and political.

"It's obvious what humanitarian means," he said over the weekend. "Political efforts will mean finding out if there is still an alternative to war."

Chancellor Helmut Kohl's center-right government repeated its backing for the visit on Sunday, saying that Bonn stood by the European Community's demand for the immediate release of all foreign hostages in Iraq.

"The government wishes Willy Brandt's trip success in the interests of the people concerned," a government statement said. "It hopes that as many as possible — Germans and nationals of other states — will be freed."

The Belgian foreign minister, Mark Eyskens, said that "Saddam is creating this royal court of all sorts of Western pilgrims who visit him to obtain the release of hostages."

He said that Western visitors sometimes "let themselves be lured into political discussions" with Mr. Hussein "which could jeopardize the united stand against Saddam's invasion and annexation of Kuwait."

Mr. Nakasone, who arrived Saturday, met with Mr. Hussein for more than two hours accompanied by aides and then for an hour with only an interpreter.

Mr. Nakasone's spokesman said: "The outcome of such a meeting does not come out quickly. But I am authorized to say that there was a great degree of earnestness and seriousness on the part of Saddam Hussein to find a peaceful solution."

"At this moment I would say that Mr. Nakasone was not disappointed," the spokesman said.

Prime Minister Jim Bolger of New Zealand said Sunday that a former prime minister, David Lange, would travel to Iraq to plead for the release of New Zealanders. Mr. Bolger said that Mr. Lange told him he was going as a representative of the families of the 20 or so New Zealanders held in Iraq and Kuwait.

Mr. Eyskens said he hoped that the EC meeting, which was requested by Belgium and the Netherlands, could be held Tuesday or Wednesday in Rome, when the EC foreign ministers gather.

The EC's Italian presidency in Rome could not confirm when or if the meeting would take place.

Mr. Eyskens said that the 12 EC member states agreed last week to refrain from solitary missions to Iraq to maintain the EC's credibility and cohesion. Only days later, Mr. Brandt's trip was announced.

Germany maintained Mr. Brandt's visit remained within the EC framework because it would be a humanitarian action during which he would work for the release of all European hostages, not just Germans.

Mr. Eyskens specifically criticized a former British prime minister, Edward Heath, for his visit to Iraq from Oct. 19 to 24. Mr. Heath secured the release of 33 Britons and 14 U.S. citizens.

After the trip, Mr. Eyskens said, Mr. Heath's "views were 'Saddam isn't all that bad, we have to talk with him. His territorial claims can be partially defended.'"

"That is language that does not conform to the Western front," Mr. Eyskens said. *(Reuters, AP, AFP)*

BAKER: *An Earful From Troops*

(Continued from page 1)

shouted, referring to the drinking water.

"Eat an MRE," they said, referring to the usual military ration, or "meal ready to eat."

They asked reporters to give Mr. Baker a chicken MRE. "Tell him to eat this for 30 days," said one female soldier.

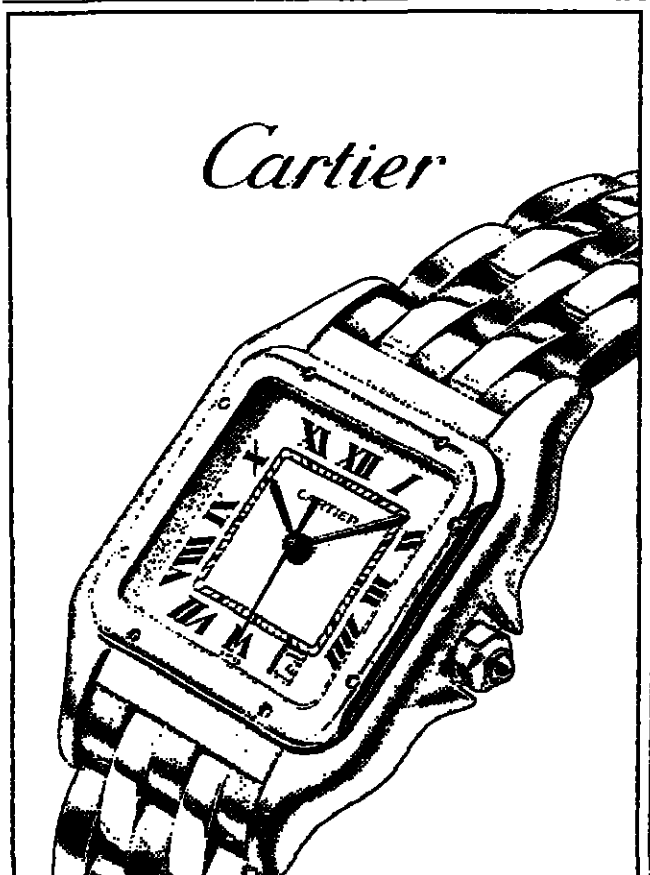
Captain Jeff Phillips said the division's tanks have been operating well but require constant maintenance because of the dust and grit.

Private First Class Earnest Fowler, of Summerville, Virginia, who is in a unit that runs trucks to tow tanks, said the night before Mr. Baker arrived they took some trucks out and five broke down almost immediately.

Later Sunday, Mr. Baker met with Saudi government officials and the emir of Bahrain. Bahrain's information minister, Tariq Abdul Rahman Moayed, said that Bahrain applauded the hard line taken by Mr. Bush and Mr. Baker in recent days, which he called "encouraging."

He said the multinational force had not come to the region for a "picnic" and predicted that a permanent force would be necessary as part of a future regional security arrangement.

Asked if the government felt there should be any constraints on the military forces, the information minister replied, "There is no point to bringing armies from all over the world and tie their hands."



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AND ONE HUNDRED AND THIRTY CARTIER STORES IN MAJOR CITIES WORLDWIDE.

WORLD BRIEFS

Italian Envoy Is Killed in Abidjan

ABIDJAN (Reuters) — Italy's ambassador to Ivory Coast, Daniele Occhipinti, 49, was shot and killed and seven people were wounded during a robbery at an Abidjan restaurant. In Rome, a Foreign Ministry spokesman said that robbery apparently was the motive.

Mr. Occhipinti, who was killed Friday, had been in Abidjan eight months. Diplomats said he was hit in a shoulder and lung and bled to death because of a delay in getting him to a hospital. A witness said three gunmen burst into the restaurant as Mr. Occhipinti dined with friends.

Karpov Stops Kasparov for a Draw

NEW YORK (NYT) — Garri Kasparov made a delicate attempt to outmaneuver Anatoli Karpov in Game 10 of the world championship here, but was stopped by the challenger's precision defense and took a draw in 18 moves. The players remained tied at 5-5.

"This was the most boring game of the match," said Larry Christiansen, a New York City grand master, after the draw on Friday. And Alexander Roshal, the chess reporter for the Soviet publications Izvestia and Ogonyok, added, "This was a way of resting without using up a postponement." Game 11 is set for Monday.

Iran Marks Seizure of U.S. Embassy

NICOSIA (AP) — Iranians throughout the country held anti-American rallies Sunday to mark the 11th anniversary of the seizure of the U.S. Embassy in Tehran, Tehran Radio reported. The radio gave no details of the size of the crowds, indicating that participation was thin. The anniversary has been celebrated with mass rallies in the past.

President Hashemi Rafsanjani said Sunday in a speech to students that "with the capture of the American nest of spies, documents revealing American plots against the revolution were divulged."

Bush Is Urged to Lift Hanoi Embargo

WASHINGTON (WP) — A bipartisan group of senators has urged President George Bush to lift the 15-year-old U.S. trade embargo on Vietnam, saying the policy has "outlived its usefulness."

In a letter drafted by Senator Richard G. Lugar, Republican of Indiana, the eight senators argue that the embargo has been eroded by declining support from U.S. allies and is hurting American businesses by giving advantages to "our foreign competitors, particularly the Japanese and the French."

Administration officials have said Vietnam has cooperated in trying to end the civil war in Cambodia, where a Vietnam-installed government is battling U.S.-backed rebels, but the administration has insisted that diplomatic relations will not be normalized until a peace agreement is reached, and until concrete steps have been taken to resolve the question of American prisoners of war and those missing in action from the Vietnam War.

At Least 17 Die in Punjab Violence

AMRITSAR, India (Reuters) — Sikh militants fighting for a separate homeland in the northern state of Punjab killed at least 17 people on Sunday, the police reported.

They said a gang of about a dozen militants stopped people returning from work near a village about 80 kilometers (50 miles) northeast of Amritsar, lined them up and opened fire with automatic weapons.

Trial of Brando Son Off Indefinitely

LOS ANGELES (Combined Dispatches) — The murder trial of Christian Brando, eldest son of Marlon Brando, was postponed indefinitely after an appeals court agreed to decide whether Cheyenne Brando, the key witness and the actor's daughter, can be compelled to return to Los Angeles to testify.

Marlon Brando left here for Tahiti, where his daughter, 20, was in a hospital's intensive care ward emerging from a drug-induced coma after an apparent suicide attempt. Christian Brando, 32, is charged with murdering his half-sister's boyfriend, Dag Drollet, in the actor's Hollywood home in May.

The postponement was ordered by the California 2d District Court of Appeal on Friday in response to a request filed prior to Miss Brando's overdose. She fled to Tahiti in June after telling police that Mr. Drollet's death was not accidental. *(LAT, AP)*

TRAVEL UPDATE

Airline Ticket Prices Take Big Jump

WASHINGTON (UPI) — The crisis in the Middle East, the federal deficit and the need to improve U.S. airports are combining to produce the biggest jump in airline ticket prices in a decade.

Airlines have raised ticket prices by about 15 percent since August to cover the higher jet fuel costs resulting from the Iraqi invasion of Kuwait. More recently, Congress raised the federal air passenger tax from the current 8 percent to 10 percent on every passenger ticket effective Dec. 1, and it agreed to let airports impose a new fee on every passenger who goes through their terminals. The fee can be as high as $3 per flight and can total $12 on a round-trip through two airports.

Top Italian Restaurants Threatened

ROME (AFP) — Restaurants in several of Italy's best-known luxury hotels were threatened with closure after health inspectors found poor sanitary conditions in their kitchens, the police said.

Restaurants at Rome's Grand Hotel, Grand Hotel Ritz and Cristoforo Colombo, as well as the Grand Hotel et de Milan, in Milan, and the Croce di Malta in Florence, were among those threatened. The report said the most frequent violations were incorrect storage of food and poor hygiene.

Plans for a high-speed rail link between Portugal and Spain will be drawn up under an agreement between the two countries. The line would link Madrid to Lisbon and Oporto. *(Reuters)*

Angered by a government decree extending the hours at customs offices, Italian union leaders on Sunday confirmed strikes for Monday, Friday and Saturday by inspectors at airports and border crossings. *(AP)*

This Week's Holidays

Banking and government offices will be closed or services curtailed in the following countries and their dependencies this week because of national and religious holidays:

MONDAY: Colombia, El Salvador, Panama.
TUESDAY: Morocco.
WEDNESDAY: Bangladesh, Mongolia, Nepal, Soviet Union.
FRIDAY: Pakistan.
SATURDAY: Panama.
SUNDAY: Angola, Bhutan.

Source: J.P. Morgan, Reuters.

WEATHER

EUROPE	HIGH C	HIGH F	LOW C	LOW F	
Amsterdam	10	50	2	36	st
Athens	25	77	20	68	o
Barcelona	18	64	8	46	cl
Belgrade	17	63	9	48	cl
Berlin	8	46	3	38	o
Brussels	10	50	5	41	cl
Budapest	9	48	4	39	cl
Copenhagen	7	45	1	34	cl
Costa Del Sol	19	66	6	43	fr
Dublin	10	50	1	34	cl
Edinburgh	8	46	-2	28	cl
Faro	18	58	9	48	fr
Florence	17	63	9	48	fr
Frankfurt	10	50	3	38	cl
Geneva	9	48	3	38	o
Helsinki	4	39	0	32	r
Las Palmas	25	77	20	68	o
Lisbon	16	61	10	50	fr
London	10	50	3	38	fr
Luxembourg	5	41	2	36	o
Madrid	14	57	2	36	fr
Milan	12	54	0	32	na
Moscow	6	43	3	38	o
Munich	5	41	2	36	cl
Nice	17	63	8	46	fr
Oslo	8	46	2	36	cl
Paris	10	50	5	41	fr
Prague	6	43	2	36	sh
Reykjavik	7	45	2	36	r
Rome	18	64	15	59	r
Stockholm	4	39	2	36	o
Strasbourg	8	46	3	38	cl
Venice	15	59	6	43	fr
Vienna	10	50	5	41	cl
Warsaw	9	48	0	32	r
Zurich	7	45	3	38	cl
MIDDLE EAST					
Cairo	29	84	19	66	fr
Istanbul	—	—	—	—	na
Damascus	—	—	—	—	na
Riyadh	32	90	14	57	fr
Tel Aviv	29	84	14	57	fr
OCEANIA					
Auckland	—	—	—	—	na
Sydney	23	73	17	63	st

ASIA	HIGH C	HIGH F	LOW C	LOW F	
Bangkok	33	91	25	77	fo
Beijing	14	57	8	46	fo
Hong Kong	24	75	23	73	cl
Manila	32	90	25	77	sh
New Delhi	—	—	—	—	na
Seoul	22	72	9	48	fo
Shanghai	20	68	12	54	fo
Singapore	30	86	24	75	sh
Taipei	24	75	21	70	fr
Tokyo	17	63	14	57	fr
AFRICA					
Algiers	22	72	11	52	cl
Cape Town	21	70	12	54	o
Casablanca	19	66	14	57	o
Harare	30	86	16	61	fr
Lagos	—	—	—	—	na
Nairobi	23	73	15	59	r
Tunis	23	73	15	59	cl
LATIN AMERICA					
Buenos Aires	—	—	—	—	na
Lima	22	72	16	61	o
Mexico City	23	73	10	50	pc
Rio de Janeiro	31	88	23	73	fr
NORTH AMERICA					
Anchorage	-2	28	-8	18	pc
Atlanta	26	79	18	64	fr
Boston	24	75	9	48	pc
Chicago	9	48	2	36	r
Denver	5	41	-6	21	pc
Detroit	11	52	5	41	r
Honolulu	30	86	23	73	pc
Houston	27	81	11	52	st
Los Angeles	27	81	12	54	fr
Miami	28	82	22	72	pc
Minneapolis	2	36	-5	23	sw
Montreal	12	54	2	36	r
Nassau	31	88	25	77	sh
New York	25	77	10	50	pc
Phoenix	25	77	10	50	fr
San Francisco	20	68	9	48	fr
Seattle	12	54	5	41	cl
Toronto	14	57	2	36	r
Washington	27	81	12	54	pc

cl-cloudy; fo-foggy; fr-fair; h-hail; o-overcast; pc-partly cloudy; r-rain; sh-showers; sw-snows; st-stormy.

MONDAY'S FORECAST — CHANNEL: Slight. FRANKFURT: Overcast with showers. Temp. 8—4 (46—39). LONDON: Partly cloudy. Temp. 10—5 (50—41). MADRID: Fair. Temp. 13—4 (55—39). NEW YORK: Cloudy. Temp. 15—7 (59—45). PARIS: Overcast. Temp. 9—5 (48—41). ROME: Partly cloudy. Temp. 16—9 (61—48). TEL AVIV: Not Available. ZURICH: Overcast with short rains. Temp. 6—3 (43—38). BANGKOK: Showers. Temp. 32—25 (90—77). HONG KONG: Not Available. MANILA: Cloudy. Temp. 32—24 (90—75). SEOUL: Cloudy. Temp. 20—9 (68—48). SINGAPORE: Fair. Temp. [illegible]. TOKYO: Fair. Temp. 24—14 (75—57).

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Senate Races: Embattled Incumbents and Last-Minute Swings

By Robin Toner
New York Times Service

WASHINGTON — The 1990 Senate campaign entered its final hours with some senior members battling hard for re-election, with public opinion polls showing intensely competitive races in a half-dozen states and with the potential for last-minute swings in several more.

But as is often the case with trench warfare, all the bloodletting, all the television attacks and all the calculating could end up producing either no net gain or loss for either party, or the shift of only a seat or two, analysts and officials in both parties said.

Still, predictions were being carefully hedged in a campaign that had seen wide swings in voter sentiment over the last few weeks.

If there were no change in the partisan makeup of the Senate, Democrats would consider the election a victory.

The party has a 55 to 45 majority in the Senate, and Republicans hoped to make significant inroads into it as a first step toward regaining control of the chamber in 1992.

Senator John B. Breaux of Louisiana, chairman of the Democratic Senatorial Campaign Committee, said, "Our goal is to maintain the present margin, and we are in good shape to maintain that margin."

Rick Shelby, political director of the National Republican Senatorial Committee, said, "I do feel a net gain of one seat is still very doable."

But Republicans found themselves playing an unexpected game of defense in recent weeks, as three of their senatorial incumbents faced strong challenges — Mark O. Hatfield of Oregon, from Harry Lonsdale, a businessman; Rudy Boschwitz of Minnesota, from Paul Wellstone, a political science professor, and Jesse Helms of North Carolina, from Harvey Gantt, who was the first black mayor of Charlotte.

Republican Senate candidates were not helped by the furor over the budget negotiations, which Democrats used to hammer President George Bush and his party as the champions of the rich, analysts in both parties say.

But that was eased recently as the White House turned its attention, and the public debate, to the Gulf situation.

"To the extent that the focus is no longer clearly exclusively on the budget negotiations, I think our candidates have been helped," Mr. Shelby said.

The Republicans' best chance of taking a seat now held by the Democrats is considered to be in Hawaii, where Senator Daniel K. Akaka, appointed to fill a vacancy caused by the death of Spark M. Matsunaga, faces a strong challenge from Representative Patricia Saiki.

But by and large, the Republican strategy of recruiting House members to run for the Senate this year meant that the party was not well positioned to take advantage of the anti-incumbent mood in the electorate.

"This has developed as one of those cycles where one benefits as a result of being an outsider," Mr. Shelby said. And, he added, it is difficult to run House members as political outsiders.

Democrats have their own problems. Some were caught off guard by the strength of the challenge in Massachusetts to Senator John Kerry from Jim Rappaport, a businessman. In a year marked by an angry electorate, the people of Massachusetts have proved angrier than most, and few incumbents are considered safe there.

Moreover, Republican strategists say they still have hopes for Iowa, where Senator Tom Harkin, a Democrat, is being challenged by Representative Tom Tauke, although Mr. Harkin has maintained a lead in public-opinion polls.

They also refuse to write off Rhode Island, where Claiborne Pell, the patrician Democratic incumbent who heads the Senate Foreign Relations Committee, is widely seen as turning back the challenge of Representative Claudine Schneider.

Voters will determine 35 Senate seats on Tuesday, although many of the elections are placid affairs, almost a technicality for strong incumbents like Sam Nunn, Democrat of Georgia, and Thad Cochran, Republican of Mississippi.

Much of the tumult and competition centers on a handful of races, some of which were made targets long ago by the national parties, others of which developed late with the strange twists of politics, such as Mr. Wellstone's campaign in Minnesota. He is emblematic of the campaign's anti-incumbent mood. His television commercials talk about "taking back your government" and cast him as a decidedly nonpolitical politician.

Similar themes are being struck in Oregon, where Mr. Lonsdale contends that 24 years in the Senate is simply enough for Mr. Hatfield.

And in North Carolina, Mr. Gantt, an architect, has also campaigned strongly on the theme that it is time for a change.

One Democratic strategist said: "Our top challengers are a scientist, a professor and an architect. That says something about the anti-incumbent year."

Mr. Shelby described the North Carolina election as "a very close, competitive race in every sense of the word" that would ultimately revolve around turnout.

Several polls released recently in North Carolina essentially show any lead to be within the margin of sampling error.

But polls have overestimated white support for black candidates in the past, leaving many political professionals wary of them.

Democrats have complained loudly that Mr. Helms has recently injected race into the campaign.

Many Republicans May Discover the House Is Not Home Base

By Nathaniel C. Nash
New York Times Service

WASHINGTON — As recently as this summer, Republicans thought they might gain seats in the House of Representatives this year, trimming the Democrats' 83-seat margin and perhaps paving the way for Republican control of Congress later in the decade.

But such optimism evaporated with the budget and tax melodrama of the last few weeks, and now analysts are asking how many seats the Republicans will lose.

With a possible recession looming and President George Bush's popularity dropping in public opinion polls, some say the Republicans will do well to avoid a rout.

"A few weeks ago, I think the Republicans would have been happy with a net loss of three to five seats," said Charles E. Cook Jr., a political analyst and editor of The Cook Political Report, a highly regarded nonpartisan newsletter. "Now, I think if you offered them a loss of 10 seats, they'd take it and run."

Analysts are comparing 1990 with 1982, the first congressional elections after Ronald Reagan swept into office with the support of all but six states.

At that midterm point, the country was in the middle of a recession and the Reagan glow was dimmed, as Republicans lost 26 seats to Democrats.

Nobody expects the Republicans to lose that many seats this time.

For one thing, Mr. Bush's coattails in 1988 were not nearly as long as Mr. Reagan's in 1980. For another, the economy is not nearly as badly off.

Still, Mr. Cook said that a loss of more than 15 seats was likely this year "if the anti-Bush sentiment really clicks in." Democrats outnumber Republicans 258 to 175, with two vacancies.

It is not that the Democrats are invulnerable.

The savings and loan crisis, ethics investigations and voter anger over such things as constituent service have left many Democrats either trailing in the polls or narrowly ahead.

Democrats also say they are approaching a kind of saturation point in the House — there are just so many districts left that have the potential to switch from Republican to Democratic.

The weekly journal Congressional Quarterly said recently that 215 Democratic seats and 138 Republican seats were "absolutely safe," leaving only 82 competitive races.

The number of open seats, created by House members' retiring or running for other offices, is 29 this year, up from 24 in 1988 but lower than the average of 40 in recent elections.

Eight House Republicans are running for the Senate, making otherwise secure House races tossups.

A big question is the extent of the voters' anti-incumbency mood.

Richard Bates, executive director of the Democratic Congressional Campaign Committee, said, "The mood out there is that people hate the Congress, make fun of the Congress, but like their local congressman, because he is their liaison with the government, gets them their Medicare payments, gets them into West Point."

The savings and loan fiasco has contributed to the anti-incumbent mood, but it has been a leading issue in only a few races, and Democrats as well as Republicans are vulnerable.

Ethics is another issue whose impact is being felt by both parties.

And a number of candidates struggling for re-election may be particularly vulnerable to the anti-incumbency mood: They are accused of serving their home districts poorly or of being out of touch.

Representative Jolene Unsoeld, Democrat of Washington, is considered vulnerable for having advocated the protection of the spotted owl in a district that depends heavily on the lumber industry. And she departed from her longstanding support of gun control and has received contributions from the National Rifle Association.

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Greece (excl.)	Dr.	01/51.29.000	40,000	32,800	22,000	12,000
— *hand delivery Athens*	Dr.		50,000	22,800	28,000	15,500
Ireland	IM.	— —	195	118	85	47
Italy	Lire	— —	450,000	350,800	250,000	138,000
Luxembourg	Lfr.	32/3.2716304	11,000	7,200	6,000	3,300
Netherlands	Fl.	080/212239	600	492	340	187
Norway (excl.)	N.Kr.	09 44/8 83 56 43	2,500	1,668	1,400	770
— *hand delivery*	N.Kr.		3,000	1,368	1,650	910
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Spain (excl.)	Ptas.	91/5 55 10 85	35,000	25,000	19,200	10,500
— *hand deliv. Barcelona, Bilbao, Seville, Valencia*	Ptas.		38,000	22,000	20,900	11,500
— *hand deliv. Madrid*	Ptas.		51,400	—	25,740	12,870
Sweden (excl.)	S.Kr.	08/ 83 56 43	2,300	1,440	1,250	665
— *hand delivery*	S.Kr.		2,800	840	1,540	850
Switzerland	S.Fr.	046/05 37 37	500	446	275	150
Rest of Europe, N. Africa, Trans. French Africa, Middle East	$	— —	500	Varies by country	275	150
Rest of Africa, Gulf States, Asia	$	— —	650		355	195
Canada/Latin America	$	— —	600		30	180

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AMERICAN TOPICS

Nyet-Sayers Weigh L.A. Offer to Soviets

Leningrad is to be the 17th sister city of Los Angeles, Mayor Tom Bradley announced on a visit to the Soviet Union. During a champagne toast he promised to send a "human core of volunteers" to help Leningrad cope with decay. The cities have much in common. Both are the second-largest cities in their countries; both have large ports.

The mayor was following up on an earlier proposal by two city council members. They said only city workers who volunteered vacation time would be sent to Leningrad, and the Soviet city would pay their room and board. Who would pay travel costs was unclear. The idea drew a mixed reaction back home.

"It might be fun — I could sacrifice my vacation to give a helping hand," Leonard Applebaum, a city accountant, told the Los Angeles Times. "But not during winter over there."

"The city departments are screaming about lack of funds and budget cuts," said Ernani Bernardi, a councilman. "We aren't doing the job here in Los Angeles, so what makes us such experts to tell some other city how to run their operation?"

About People

William J. Bennett, head of the federal anti-drug program, is expected to follow Labor Secretary Elizabeth H. Dole as the next high administration official to resign, probably in January, according to U.S. News & World Report. The magazine did not say what Mr. Bennett, 47, would do next, but added that he is interested in running for president.

The **Ronald Reagan** Building, a $106 million, 17-story, 850,000-square-foot (79,000-square-meter) structure housing California state offices, was dedicated in Los Angeles last week with its namesake in attendance. Mr. Reagan said, "I am pleased beyond description to have my name associated with this building." The building is in a decaying section of downtown; the city had pressed to build it there as part of its plan to revive the neighborhood.

Short Takes

Every year the Peninsula Humane Society in San Mateo, California, takes in 16,000 animals. Of those, 3,000 are reunited with their owners, 3,000 are adopted and 10,000 are put to death with lethal injections of sodium pentobarbital. In an effort to stop the slaughter, the society is pushing for a county ordinance that would fine animal owners who allow their pets to reproduce. Kim Sturla, director of the society's shelter, said the killings are the "most abhorrent duty of our job." In 1970 the society opened one of the first low-cost spaying and neutering clinics in the country, and in 1985 it led the fight for a state law that requires that all animals adopted from shelters be desexed.

A brewery worker in Lansing, Michigan, became an alcoholic after taking advantage of unlimited free beer during work breaks and his widow is entitled to workers' compensation benefits, a state appeals court has ruled. Although numerous lawsuits in recent years have blamed alcohol for pancreatic cancer, birth defects and traffic deaths, this was believed to be one of the first involving alcoholism itself.

Slap bracelets — nine-inch (23-centimeter) strips of metal covered in fabric with bright designs — are the newest rage among American children, and grown-ups, too. Slap the metal against your wrist and it wraps itself around. Main Street Toy of Simsbury, Connecticut, has orders for 5 million Slap Wraps, which sell for $1.30 wholesale and about $2.50 retail. It estimates that other companies have sold 10 to 15 million cheaper models, which come in steel and fabric so thin they have caused some minor injuries.

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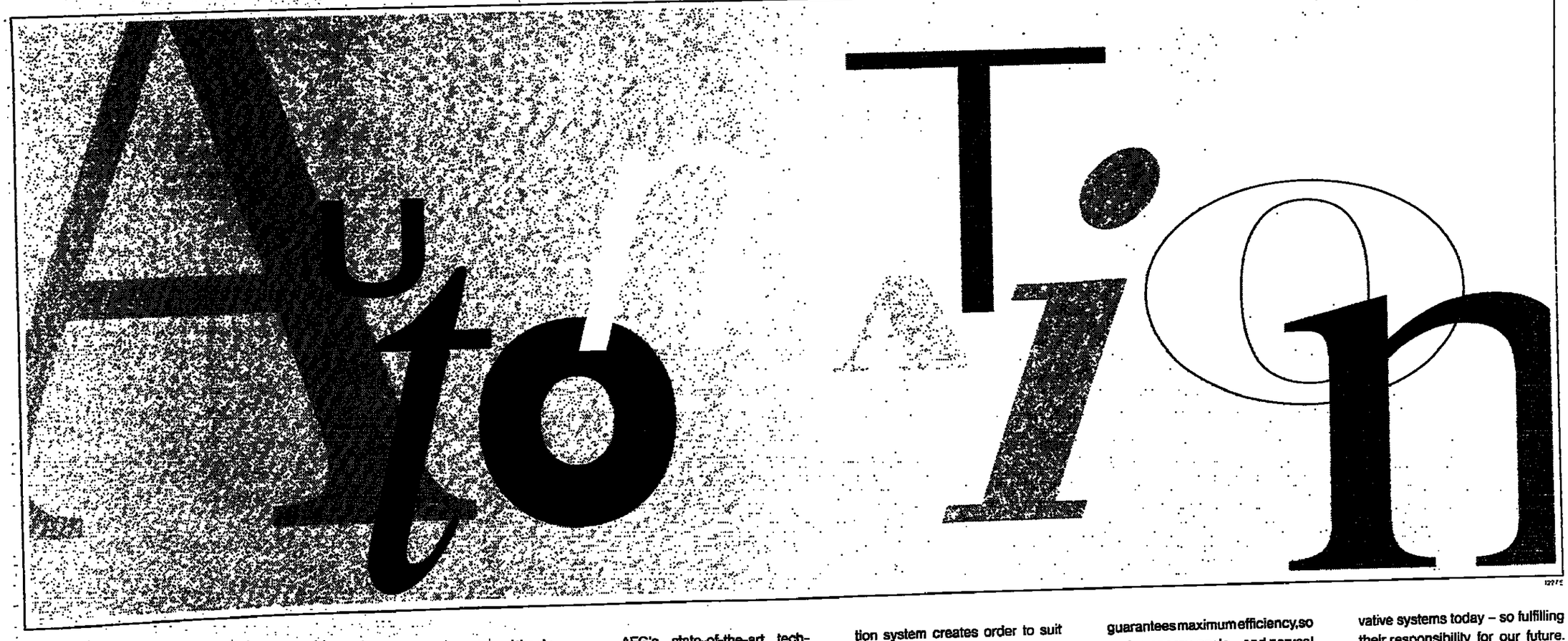

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From Boldness, Singh's Crisis

Aiding Castes and Confronting Militants Bring Unrest

By Steve Coll
Washington Post Service

NEW DELHI — Last summer, following an embarrassing squabble in his minority government, India's enigmatic prime minister, Vishwanath Pratap Singh, was asked whether he had learned anything about leadership during his months in power. "Yes, I have learned a lesson," Mr. Singh replied. "I think I have to be more firm. Maybe I was too quiet and tolerant."

These days, nobody accuses Mr. Singh of meekness. In an abrupt change of political style, the self-effacing, consensus-building prime minister has made two bold decisions: to implement a controversial affirmative action plan for lower castes and to confront Hindu militants. In the aftermath, his government stands at the brink of collapse amid social and religious unrest.

Many commentators see the identity of the nation at stake. Some accuse Mr. Singh of cynically hurling India back toward the dark days of religious and caste violence of 40 years ago, after independence. Others see the prime minister as making a principled stand against opportunistic politicians and religious activists.

Opponents say the centrist prime minister has lost his political bearings. They say that while abandoning the quiet style that defined his career, Mr. Singh has confused boldness with recklessness, jeopardizing his national standing, his party's future and India's stability.

Supporters counter that although Mr. Singh may be in trouble at the moment, his decisive stands on such crucial national issues as social justice for lower castes and the separation of church and state in India will serve him well if new elections are held. They say that for the first time, he has positioned himself to become a national leader.

For now, however, Mr. Singh is engulfed in crises.

His affirmative action plan has alienated much of India's upper-caste urban elite, particularly the media, which generally supported Mr. Singh in his 1989 campaign against Rajiv Gandhi.

Mr. Singh's decision to forcefully prevent Hindu militants from building a temple on the site of an existing mosque in the northern town of Ayodhya has sparked a fresh round of religious riots and has led the Hindu revivalist Bharatiya Janata Party to withdraw the parliamentary backing that has kept Mr. Singh's government in power.

Spurred by the prime minister's troubles over religion and caste, dissidents in Mr. Singh's party are maneuvering to oust him before elections can be called. The latest blow was delivered by a faction of his centrist Janata Party that earlier had offered staunch support. Three leading cabinet members released a statement urging immediate and effective steps "to avert the present drift to disaster."

The statement suggested that an urban faction of the Janata party join a group of rural-based party dissidents in the revolt against Mr. Singh.

A parliamentary confidence vote is scheduled for Nov. 7. If the confidence vote goes forward, Mr. Singh is expected to lose, which probably would lead to new elections by January, which some analysts feel would be won by Mr. Gandhi's Congress Party.

Mary Martin, Star of 'South Pacific,' Is Dead at 76

By Mel Gussow
New York Times Service

Mary Martin, one of Broadway's most popular and talented stars, died of cancer Saturday at her home in Rancho Mirage, California. She was 76.

By acclamation, Miss Martin was America's favorite leading lady in musical comedy, whether she playing Ensign Nellie Forbush in "South Pacific," Baroness Maria von Trapp in "The Sound of Music" or the title role in "Peter Pan."

Her voice was never the strongest of instruments; nor was she beautiful. But determination, pluck, charm, self-mocking humor and a riveting projection of presence all converged to create an exhilarating performer.

For 50 years, she projected the vitality of someone who loved her work and knew precisely how to make other people share in her happiness.

She specialized in long runs and was known for not missing performances.

In his autobiography, Richard Rodgers called her "an extraordinary trouper," adding, "In all the years I've known her, I have never seen her give a performance that was anything less than the best that was in her."

She did have, Mr. Rodgers said, an unusual trait: "She cannot utter even the mildest form of profanity." The strongest expression he ever heard her use was, "He's a son of a bear."

Miss Martin repeatedly set herself challenges. It was at her suggestion that Nellie Forbush literally washed that man "right out of my hair" — she shampooed her hair on stage for 1,000 performances.

The key to her first Broadway success, the 1938 Cole Porter musical "Leave It to Me," was her ability to combine innocence and insouciance. In that show she sang "My Heart Belongs to Daddy," a vintage Porter song in which almost every word has a double meaning.

She played against the lines, which made them even funnier, and did a striptease as if she were hanging up laundry. It was said about that song that Miss Martin did not know what she was singing until Sophie Tucker, who was also in the cast, explained the worldly, witty lyrics to her.

Miss Martin's first starring role was in "One Touch of Venus" — music by Kurt Weill, lyrics by Ogden Nash and book by S.J. Perelman. To combat his wife's hesitancy about playing the title role, Richard Halliday, her second husband, took her to the Metropolitan Museum of Art and showed her the many interpretations of Venus in painting and sculpture.

As the "Venus of Ozone Heights," who comes to life and steps down from her pedestal, she displayed her customary winsomeness as she simply sat in a chair facing the audience and sang "That's Him."

After "One Touch of Venus," she starred in the musical "Lute Song" and in London in Noel Coward's "Pacific 1860," and then toured in Irving Berlin's "Annie Get Your Gun." Although Ethel Merman had played the title character, Annie Oakley, in the Broadway production, the role — and the song "Doin' What Comes Naturally" — seemed made to measure for Miss Martin.

In 1948, Richard Rodgers and Oscar Hammerstein 2d offered her the central role in "South Pacific." She was hesitant for two reasons. Disliking hospitals, she was not anxious to play the role of a nurse, and she felt insecure because her leading man would be an opera star, Ezio Pinza. When it was decided that the two would not be asked to sing a duet, she accepted the role.

Nellie Forbush, singing "Cockeyed Optimist," "Honey Bun," "I'm Gonna Wash that Man Right Out of My Hair" and, especially, "I'm in Love With a Wonderful Guy," became one of her greatest successes.

"South Pacific" was followed in 1954 by "Peter Pan." The Broadway production ran for only 152 performances; it was largely through the taped television version that she became so identified with the role.

In 1959, Rodgers and Hammerstein came to her again to ask her to play Baroness von Trapp in "The Sound of Music." Although her own background could not have been more dissimilar from the role, Miss Martin — and the audience — felt the kinship. As she said, "We both have the same drive, utter determination." During her two years in the role, she missed only one performance.

Miss Martin was born Weatherford, Texas, on Dec. 1, 1913. At 16, she married Benjamin Hagman. They had one child, Larry Martin Hagman, who became famous as J. R. on television's "Dallas." Miss Martin and Mr. Halliday had one daughter, Heller.

POLL: *Bipartisan Pessimism Among Voters in U.S.*

(Continued from page 1)

a retired poultry farm worker from Boones Mill, in southwestern Virginia, said in a follow-up interview after responding in the poll. "Now, the future doesn't look too bright. We owe too much and we've gotten ourselves in a bad way."

This dark mood forms the backdrop for the first election of the 1990s.

Both President George Bush, who will not be on the ballot Tuesday, and members of Congress, who will, have fallen sharply in the public esteem in the last few weeks, a period marked by wrangling over the federal deficit and a standoff in the Gulf.

But many respondents also made it clear in interviews after the poll that their anger, which they expressed forcefully, would not translate directly at the ballot box on Tuesday, either because they viewed their own politicians as exceptions or because they did not really know who was up for election.

Mr. Bush has recently taken one of the worst public-approval slides of any modern president. In The Times/CBS News Poll, Mr. Bush's handling of his job was approved by 52 percent of the public, the low point so far in his presidency and a 21-point decline in little more than a month, compared to a Gallup Poll in mid-September.

When Mr. Bush took office in January 1989, the nation's mood was considerably more buoyant than now, with just under four in 10 Americans saying they thought things would get better and three in 10 expecting they would get worse.

The survey should be accurate, according to statistical theory, to within plus or minus three percentage points of what would have been found if it were possible to seek out and try to ask the same questions of all Americans.

Albert H. Cantril, a public-opinion analyst, said the pessimism was particularly stark because Americans are historically optimistic, with a "can-do spirit" of faith in the nation's ability to muster ingenuity and resources.

The country's mood is an important — many experts would say the most important — factor in the outcome of elections. The last time polling measured pessimism this deep was in 1979.

In the elections in 1980, the Democrats lost the White House as well as 37 House seats and 12 Senate seats. In 1982, with the nation in the depths of a recession, the Republicans lost 26 seats in the House.

Disapproval of Congress reached an all-time high for the 16 years in which both The New York Times and the Gallup Poll have been asking the question. Sixty-nine percent of the public said they disapproved of the way Congress was doing its job and 23 percent said they approved.

JAPAN: *Raw Nerve on Militarism*

(Continued from page 1)

might be trying to use the Gulf crisis to enhance the role of the military for their own political purposes, perhaps to placate rightist elements in the governing party.

Politicians here in the Aichi prefecture saw Sunday's election for an empty seat in parliament as a referendum on sending Japanese troops to the Gulf.

Normally the governing Liberal Democrats would have been expected to win in a landslide in Mr. Kaifu's home district. But Mrs. Goto put her opponent from the governing party, Yoshihisa Oshima, constantly on the defensive. Mr. Oshima narrowly defeated Mrs. Goto, winning by only 40,000 votes out of nearly 1.8 million cast.

"The total opposition vote was more than the Liberal Democratic Party's," a Japan Socialist Party spokesman said. He was referring to the 200,000 votes cast for the candidate from the Japan Communist Party. When combined, the two opposition candidates won more than 960,000 votes, compared to Mr. Oshima's 804,496.

Politicians say the prime minister will be hard put to resurrect the troop measure now, even in a limited form.

It calls for the Japanese military to perform noncombat roles in the Gulf, carrying only small arms and generally staying out of harm's way. It was put together partly in response to U.S. demands that Japan have a "physical presence" in the Gulf in addition to its $4 billion aid package.

"This bill is a minus for us," said a Tahara town assemblyman who is a Liberal Democrat. "Without that bill, Oshima would have won easily. The party leadership was too hasty to bring this before the people."

A rally held by Mr. Oshima here Thursday illustrated the point. A couple of hundred men, many of them farm and industrial workers, applauded the candidate as he promised to work hard to build roads, railroads and a new airport in the district.

But afterward, many said they still could not support the government's troop measure.

"My brother-in-law died aboard the warship Yamato in Okinawa," said Hiroshi Komoda, general manager of a farm cooperative and a strong supporter of the governing party. "This bill is wrapped in a nice veil, but there's no way the Japanese military won't be involved. I can't stop worrying about it."

GERMANY: *Politics, Not Gulf*

(Continued from page 1)

in Greencastle, Indiana, where he concluded a U.S. speaking tour, that he would travel to Baghdad on Monday at President Saddam Hussein's invitation and hoped to meet with hostages.

Mr. Kohl reportedly worries that a trip by Mr. Brandt might present an occasion for allies to raise doubts about Germany's commitment to the international effort in the Gulf.

Taken together, Mr. Brandt's solo diplomacy, the revelations on German companies' military-related exports to Iraq and the German reluctance to send troops to the Gulf depict a country not entirely comfortable with its allies' policy toward Iraq.

To be sure, after weeks of pressure from the Bush administration, Mr. Kohl agreed to pay $2.2 billion toward the military deployment in the Gulf.

But then the allies' confidence in Bonn was shaken by the revelations of German companies' involvement in exporting nuclear and chemical weapons technology to Iraq, Libya and other belligerent nations.

The Wiesenthal report concluded that 86 of the 207 companies that could be identified as helping Iraq's nuclear, chemical and biological warfare programs were German.

A study by the Carnegie Endowment for International Peace called Germany the "weak link" in the world's nuclear export control system. And the German economics minister, Helmut Haussmann, gave a parliamentary committee a secret report that said the role that German companies played in Iraq was "absolutely dominant, much deeper than the administration ever had let on," a committee source said.

German companies helped Iraq build six poison gas plants, the source said. In addition, German companies have been accused of helping Iraq upgrade Soviet missiles and obtain parts for a supercannon and advance its nuclear capability. Three German companies reportedly supplied the technology — available only from the Germans and Dutch — that Iraq required to build gas centrifuges capable of making enriched uranium cheaply.

The German-Iraqi connection confronted the Kohl government with the legacy of Germany's historic ties to chemical weapons, which the country used in World War I in mustard gas attacks on the French, and in the Nazi concentration camps, where millions of victims were killed with the German-developed Zyklon-B gas.

ISRAEL: *Troops Open Fire*

(Continued from page 1)

18 Palestinians at the Al Aqsa mosque on the Temple Mount in Jerusalem, a holy place for both Jews and Muslims.

"A conference of the Geneva Convention signatories is a conference of states who actively maintain murderous dictatorships," Health Minister Ehud Olmert said after the weekly cabinet meeting.

"The thought that we will be judged by the biggest murderers in the world seems like something we should not agree to," Mr. Olmert said.

Mr. de Cuéllar suggested that the 164 signatories to the Fourth Geneva Convention on protecting civilians under occupation meet to examine ways to defend the Palestinians under Israeli rule in the occupied West Bank and Gaza Strip.

Palestinians, in revolt for nearly three years against the Israeli occupation, have called for international protection against the Israeli Army.

Israelis have killed at least 736 Palestinians in the uprising and Arabs have killed 265, most on suspicion of collaborating with Israel. Fifty-three Jews have also been killed. *(AP, Reuters)*

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Vadim Shirde/The Associated Press

Police officers lining up in front of a barricade of bulldozers in Dubossary in the Moldavian Republic. The town has been the scene of clashes between the government and ethnic Russian separatists.

Romania Vows to Use Force to End Price Protests

Reuters

BUCHAREST — The Romanian government said Sunday that four days of protests over price increases were aimed at destabilizing the country and that security forces would act to maintain order.

Demonstrators blocked traffic on Sunday in central Bucharest, where thousands of protesters have taken to the streets since Thursday to demand the resignation of government leaders because of the price increases. The police have not intervened in any of the protests.

The protests, which began after the government removed subsidies on most goods, have a "provocative tendency and could generate unforeseen reactions, civil insecurity and anxiety among the population," a statement from the Interior Ministry said.

"The legal forces of society, among them the Interior Ministry, will make all efforts to ensure stability, peace and public order," it said.

In August, demonstrators clashed with the police in central Bucharest during protests against the governing National Salvation Front and President Ion Iliescu.

Romania's image was badly tarnished in June when Mr. Iliescu summoned thousands of miners to Bucharest to help break up anti-government protests. Hundreds of people were injured, and opposition party offices and university buildings were ransacked.

The National Salvation Front took power after Nicolae Ceausescu was overthrown and executed in December. Opponents of the Front say it has authoritarian leanings.

■ Demonstration in Sofia

Clyde Haberman of The New York Times reported from Sofia:

With the country trapped by deepening economic crisis and political paralysis, thousands of Bulgarians rallied in central Sofia on Saturday to demand that their renamed Communist rulers admit their failures and resign.

Hundreds of demonstrators left the main assembly and, chanting "Mafia!" and "Resign!," marched past the headquarters of the Socialist Party, as the former Communist Party is now called.

It was a peaceful protest and the largest in Sofia in several months. It underscored a sense of emergency that is building as the Socialists fumble vainly for solutions despite their solid victory in national elections in June.

Most conspicuously, they have been unable to stop the country's serious economic erosion, and Bulgarians are bracing for one of their harshest winters ever.

They already must cope with long waits at gas stations, frequent power cuts and production shortages that have led to rationing of essentials including butter, cheese, sugar, eggs and detergents in recent weeks.

Moldavian Leader Calls for End to Demonstrations

Compiled by Our Staff From Dispatches

KISHINEV, U.S.S.R. — The president of Moldavia appealed Sunday for an end to street demonstrations and urged its parliament to reconsider laws that have caused ethnic unrest and violence in the republic.

The speech by President Mircha I. Snegur marked the first time the Moldavian leadership had accepted blame for the separatist movements in the ethnic Turkish Gagauz region in the south and the predominantly Russian and Ukrainian Dniester area in the east, lawmakers said.

The speech came one day after a meeting in Moscow with President Mikhail S. Gorbachev in which Mr. Snegur and representatives of the separatist groups agreed to a moratorium on all acts that contributed to the ethnic crisis in the republic, which borders on Romania.

Details of the moratorium have not been worked out. Lawmakers said it probably would mean the Gagauz and Dniester regions would suspend their recent declarations of sovereignty and planned elections.

In return, the republic's government would soften a law that made Moldavian the national language and required people in dozens of occupations to pass tests in Moldavian.

The language law has stirred resentment among Russian speakers and the Gagauz.

Both the Gagauz and Russian separatists claim discrimination by Moldavians, who themselves want independence from the Soviet Union.

"We are not giving up our national rebirth, our language, alphabet, symbols, and so on," Mr. Snegur said. "Simply, we must go back and look for where, maybe, we have gone too fast for our fellow citizens."

More than 1,000 students marched to the parliament building in Kishinev to support the Moldavian government after a clash in the city of Dubossary in the Dniester region in which at least three people were killed and nine were wounded.

Tass reported that six people were killed and 30 injured in the incident, which occurred after Russians and Ukrainians seized government buildings in Dubossary and blocked nearby roads and a bridge over the Dniester River.

In Bucharest on Sunday, thousands of Romanian demonstrators called for Moscow to return Moldavia to Romania.

The protesters marched to the Soviet Embassy in support of Moldavia's ethnic Romanian majority.

The demonstration was staged by the opposition Free Democratic Party and an association promoting ethnic and cultural rights of Romanians in the former Romanian territories of Bukovina and Bessarabia, which were annexed by the Soviet Union in 1940.

Protesters accused Romania's president, Ion Iliescu, of having a secret agreement with Mr. Gorbachev not to reopen the Moldavia question.

"We ask for the formation of volunteer units to protect Moldavia's integrity," Gheorghe Gavrila Copil, president of a cultural group linking Bucharest with Kishinev, told the crowd. *(A.P., Reuters)*

SOVIET: *The Old School Has Legions of Doubters*

(Continued from page 1)

class, he said, but despite the new tolerance of religion, that is still taboo in the schools.

A drab industrial center of 248,000 people set in the rolling farmland and oil fields 1,300 kilometers (800 miles) east of Moscow at the southern foot of the Urals, Sterlitamak is not a city to inspire optimism.

The air and water are contaminated by the foul effluent of five chemical plants on the outskirts of town. Such essentials as meat, butter, sugar and tea are rationed, as they are in much of the country.

"You've been here for two days," a student said to a visitor. "Do you feel worse yet?"

In their rejection of the system that raised them, the students are probably little different from their peers around the country — or their parents.

Tatiana I. Zaslavskaya, who heads a leading public opinion research center, told the youth daily Komsomolskaya Pravda recently that just 10 to 20 percent of the people now profess support for "the socialist choice" on which the Soviet state was founded.

Among young people, she said, "the overwhelming majority do not support the socialist idea."

In Mr. Malofeyev's classroom, the last of the traditional icons is Lenin — the students say they regard him as a great man — and even his reputation does not go unchallenged.

The students are not much infatuated with democracy, either, if it means the fledgling parliaments that now dominate the airwaves.

"All these sessions, these congresses," Anna complains. "Day after day I watch them sitting and discussing something. Everybody is shouting, quarreling, trying to figure out who is in charge of what. It's all empty talk, while everything in the country is gradually falling apart. We've reached the point where nobody believes in anything."

Boris N. Yeltsin, the president of the Russian Republic, remains a hero, here as in the country at large, and the students vociferously take his side in the power struggle with Mr. Gorbachev.

For all their young disenchantment, there is in this class a nascent idealism that makes a refreshing change from the prevailing gloom among Soviet grown-ups, even the young adults in their twenties who were scarred by the experience of the war in Afghanistan.

Asked where they would like to live in 10 years, only one out of three planned on remaining in polluted Sterlitamak.

But among the others, the ambition is not the fast life of Moscow, or even the mirage of the West, which they see as rich but perhaps overly work-obsessed.

Surprisingly, several of the children say they want to move to the countryside, acquire a piece of land, and become farmers.

"People want to go to rural areas because there you can grow clean produce, breathe clean air," said a boy named Slava.

Here, at last, is an answer the Gorbachevs might applaud.

Pretoria Picks U.S. Envoy

Reuters

JOHANNESBURG — South Africa said on Saturday that a prominent anti-apartheid parliamentarian, Harry Schwarz, 66, would be its next ambassador to the United States.

Brundtland Returns in Oslo

The Associated Press

OSLO — Gro Harlem Brundtland, the Labor Party leader, became prime minister on Saturday for the third time since 1981 and sought peace with the Conservatives, who had toppled her last two governments. The center-right coalition collapsed over EC talks.

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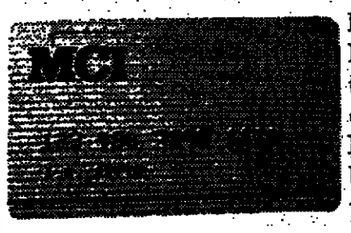

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International Herald Tribune
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OPINION

Make the Case for War

President George Bush strains to sound bellicose, implying that American troops defending Saudi Arabia might now go on the offense and thundering angrily against Saddam Hussein's cruel and provocative mistreatment of Western hostages.

The anger is surely justified. But hot words are poor premises for war; indeed, Mr. Bush is starting to stumble over his own oratory, suggesting for instance that compared with Saddam Hussein, Hitler was better (because he, at least, respected "the legitimacy of embassies.")

In place of such peculiar flailing, the American public needs to know just what the president has in mind. America could be only weeks away from war, with the prospect of thousands of casualties and momentous realignments. The public is not likely to flinch from those risks if it understands that they are taken to protect vital U.S. interests.

Beyond hot words, the president needs to spell out those interests and how they would be advanced by the offensive use of military force. To create the popular support he needs to carry out such a policy, he will need to assess and explain America's position on at least five main themes.

Control of oil. Before the invasion, Iraq and Kuwait supplied about 5 million of the world's daily production of 61 million barrels. In the short run, those supplies can be replaced from reserves and by increased production elsewhere. But Iraq and Kuwait account for 19 percent of the world's proven oil reserves. Should Saudi Arabia fall under Iraqi domination, that figure would rise to 44 percent.

America's interest is not so much in who owns the oil but in protecting markets from manipulation by a dictator with aggressive designs. That danger justified rushing troops to Saudi Arabia. But as long as the embargo on Iraqi and Kuwaiti oil exports holds, oil provides no reason for initiating military action.

Iraq's arsenal. Should war erupt, it would be necessary to knock out Iraq's chemical weapons sites, nuclear experiments and missiles. But does the existence of these weapons justify war? Their existence was well known before Aug. 2. Indeed, the West, the Soviet Union and China all helped Baghdad enhance its arsenal until then. All are now committed to stop supplying weapons and technology.

An acceptable diplomatic solution to the crisis would require stringent guarantees and safeguards to make these weapons unusable. War is, in any case, a reckless way to curb weapons proliferation. The Bush administration surely does not wish India and Pakistan to use preemptive attacks to allay their concerns about each other's nuclear capacity.

Relations with the Arab world. The crisis has brought the United States to the defense of Saudi Arabia along with other Arab states, notably Egypt. Both countries are important U.S. allies. The last thing either would wish is for the crisis to end with a vengeful Saddam Hussein left with his power intact. But the next to last thing they want is to be associated with an American-led attack against the population of an Arab country. Such offensive use of force might poison the Arab world against the United States for decades.

Defense of Israel. Prime Minister Yitzhak Shamir's government yearns for a preemptive U.S. military strike against Saddam Hussein. But so far, Israel faces no immediate threat that would justify the risks of military action.

Collective security. The Gulf crisis may turn out to be most important as the precedent for how the post-Cold War world manages trouble. The most desirable model is the one the Bush administration has already worked so hard to create: collective security. But collective security can only operate on the basis of collective consensus. The Soviet Union and other powers are unlikely to sign on to military action until diplomatic possibilities are exhausted. There might be occasion for unilateral U.S. action. But for now, the long-term U.S. interest in maintaining strategic cooperation ought not to be put lightly at risk.

The Bush administration is right to keep its military options open. Saddam Hussein is more likely to yield if he understands that the alternatives may include physical destruction of his forces and his regime. But to make the military option fully credible to Iraq, Mr. Bush has to start making his case for force at home.

— THE NEW YORK TIMES.

After the Threat Eases

The last thing the Middle East needs is a new forum in which to agitate the Palestine question, as the United Nations secretary general, Javier Pérez de Cuéllar, now recommends. To be fair, he had been asked by an aroused Security Council after the Jerusalem tragedy of Oct. 8 to examine the protection of Palestinians living under Israeli occupation. But that instruction lacked balance, context and a considered purpose, and the secretary general's response supplied scant corrective. He would toss the protection issue to a meeting of the 164 signatories of the Geneva Convention, which sees to civilians under military occupation. Propaganda, bitterness and distraction are the likeliest result.

With a toll near 20 in just one incident, the protection of Palestinians is incontestably a major issue. How might it better be served?

As the occupying power and the stronger and armed party, Israel bears the first responsibility. Obviously there is a lot of room for its security forces to anticipate events better and to use tactics and weapons that limit harm to innocents. Focused and fair international criticism can supplement domestic review to help make this happen.

West Bank and Gaza Palestinians could, if they chose, curtail the tactics — stones and knives, deployment of children — that provoke confrontation. The secretary general's report treats all aspects of the *intifada*, or uprising, as equally meritorious expressions of Palestinian nationalism. It ignores the role that the Palestinians' tactical decisions play in their own misfortune.

Far and away the most effective protection for West Bankers, everyone realizes, lies in a political process. If the Middle East were engaged in serious peace talks, the matter of physical treatment would shrink to manageable proportions. Blockage on the political side creates the grating standoff of Palestinian rage and Israeli stubbornness.

The Iraq crisis necessarily dominates current attention. It has made its own contribution to the shape of the Arab-Israeli conflict. The familiar problem of Palestinian political rights remains to be dealt with; Washington's abiding embarrassment is that Palestinians had become readier than Israelis to speak of exchanging territory for peace. But Iraq's crude threats against Israel underline the legitimate Israeli requirement to be accepted by the larger Arab community.

It is on these two parallel tracks that diplomacy must unfold as Iraq's menace is subdued. To convey such a determination will help the United States blunt Iraq's challenge and prepare for the next stage.

— THE WASHINGTON POST.

Government by Cabal

Whatever anyone thinks of the deficit-reduction package, the process that produced the 1991 budget was a frightening display of government-in-secret. Members who battled and bargained into the wee hours are only now discovering the full content of what they approved. There is a better way, called telling it like it is.

The problem began with the president's January budget message. Like his predecessors, George Bush slipped easily into telling it like it isn't, submitting estimates that were simply not credible. His awesome miscalculations for fiscal 1991 pretended to shrink the deficit to $64 billion without new taxes, but now he has accepted new taxes to help cope with a deficit of $250 billion-plus.

Congress has been a willing accomplice in the deception. Since enacting the Gramm-Rudman-Hollings law in 1985, members have resorted to trickery and subterfuge to hide their failure to meet its deficit reduction targets. But the law was doomed from the start: it set arbitrary targets further into the future than any reasonable forecast could reach. Hopelessly off target for 1991 and beyond, Congress has now substituted a procedure that sets supposedly inviolable caps on future spending.

Like the Gramm-Rudman-Hollings law, the new device was hatched at the last minute without public discussion — indeed, without even enough explanation to let members cast an informed vote. The architect was Robert Byrd, the crafty chairman of the Senate Appropriations Committee, who wanted, and got, more leeway for his committee to expand or compress spending bills within its jurisdiction.

But Mr. Byrd's mischief was only the final act in a serial of secret negotiations by a handful of administration officials and congressional leaders. After three months of getting nowhere, they closeted themselves at Andrews Air Force Base, but their "summit" deal was rejected by House members who hadn't been consulted and weren't buying.

None of this conniving would have occurred were it not for the Reagan administration's "voodoo economics" — George Bush's phrase — promising a decade ago to balance the budget with tax cuts and more billions for defense. The promise was preposterous on its face, but Congress didn't blink an eye, happily voting to spend more and tax less.

Now comes the hard part — control and cutbacks, so painful and controversial that neither the administration nor Congress dares admit what is really going on. The new tax increases and spending caps are shrouded in complicated formulas. The new process, based on spending limits, could be more constructive than the old one, which focused on deficits. But if recent history is any guide, Congress and the administration will devise new tricks to beat the system. In any event, the effect won't be known for years, and meanwhile the government is stuck with procedures imposed yet again by cabal.

A responsible government would let the public know what it is up to. And a responsible president would start with a realistic budget for 1992.

— THE NEW YORK TIMES.

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Universal Civilization: An Answer to a World of Rage

By V. S. Naipaul

NEW YORK — I never formulated the idea of the universal civilization until 11 years ago, when I traveled for many months in a number of non-Arab Muslim countries — Iran, Indonesia, Malaysia and Pakistan — to try to understand what had driven them to their rage. That Muslim rage was just beginning to be apparent.

I thought I would be traveling among people who would be like the people of my own community, the Trinidad Indian community. A large portion of Indians were Muslims; we both had a similar 19th century imperial or colonial history. But it wasn't like that.

Despite the history we had in common, I had traveled a different way. Starting with the Hindu background of the instinctive, ritualized life, growing up in the unpromising conditions of colonial Trinidad, I had gone through many stages of knowledge and self-knowledge.

I had been granted the ideas of inquiry and the tools of scholarship. I could carry four, five or six different cultural ideas in my head.

Now, traveling among non-Arab Muslims, I found myself among a colonized people who had been stripped by their faith of all that expanding cultural and historical knowledge of the world that I had been growing into on the other side of the world.

Before I began my journey — while the shah still ruled — there had appeared in the United States a small novel, "Foreigner," by Nahid Rachlin, a young Iranian woman, that in its subdued, unpolitical way foreshadowed the hysteria that was to come.

The central figure is a young Iranian woman who does research work in Boston as a biologist. She is married to an American and she might seem well adapted. But when she goes back on a holiday to Tehran she begins to feel lost. She reflects on her time in the United States. It is not a time of clarity; she sees it now to be a time of emptiness.

She has never been in control. We can see she was not prepared for the movement out of the shut-in Iranian world — where the faith was the complete way, filled everything, left no spare corner of the mind or will or soul — to the other world where it was necessary to be an individual and responsible; where people developed vocations and were stirred by ambition and achievement, and believed in perfectibility.

In her distress she falls ill. She goes to a hospital. The doctor understands her unhappiness. He tells the young woman that her pain comes from an old ulcer.

"What you have," he says in his melancholy, seductive way, "is a Western disease." And the research biologist arrives at a decision. She will give up that Boston-imposed life of the intellect and meaningless work; she will stay in Iran and put on the veil.

It is immensely satisfying, that renunciation. But it is intellectually flawed: It assumes there will continue to be people striving out there, in the stressed world, making drugs and medical equipment, to keep the Iranian doctor's hospital going.

Again and again, on my Islamic journey in 1979, I found a similar unconscious contradiction in people's attitudes.

□

I remember especially a newspaper editor in Tehran. His paper had been at the heart of the revolution. In the middle of 1979 it was busy — in a state of glory. Seven months later, when I went back to Tehran, it had lost its heart; the once busy main room was empty; all but two of the staff had disappeared.

The American Embassy had been seized; a financial crisis had followed; many foreign firms had closed down; advertising had dried up; the newspaper editor could hardly see his way ahead; every issue of the paper lost money; the editor, it might be said, had become as much a hostage as the diplomats.

He also, as I now learned, had two sons of university age. One was studying in the United States; the other had applied for a visa, but then the hostage crisis had occurred.

This was news to me — that the United States should have been so important to the sons of one of the spokesmen of the Islamic revolution. I told the editor I was surprised. He said, speaking especially of the son waiting for the visa, "It's his future."

Emotional satisfaction on one hand; thought for the future on the other. The editor was as divided as nearly everyone else.

One of Joseph Conrad's earliest stories of the East Indies, from the 1890s, was about a local raja or chieftain, a murderous man, a Muslim (though it is never explicitly said), who, in a crisis, having lost his magical counselor, swims out one night to one of the English merchant ships in the harbor to ask the sailors, representatives of the immense power that had come from the other end of the world, for an amulet, a magical charm.

The sailors are at a loss; but then someone among them gives the raja a British coin, a sixpence commemorating Queen Victoria's Jubilee; and the raja is well pleased.

Conrad didn't treat the story as a joke; he loaded it with philosophical implications for both sides, and I feel now that he saw truly.

In the 100 years since that story the wealth of the world has grown, power has grown, education has spread; the disturbance, the "philosophical shriek" of men at the margin (to use Conrad's words), has been amplified.

The division in the revolutionary editor's spirit and the renunciation of the fictional biologist both contain a tribute — unacknowledged, but all the more profound — to the universal civilization.

Simple charms alone cannot be acquired from it; other, difficult things come with it as well: ambition, endeavor, individuality.

The universal civilization has been a long time in the making. It wasn't always universal; it wasn't always as attractive as it is today. The expansion of Europe gave it for at least three centuries a racial taint, which still causes pain.

In Trinidad I grew up in the last days of that kind of racialism. And that, perhaps, has given me a greater appreciation of the immense changes that have taken place since the end of the war, the extraordinary attempt to accommodate the rest of the world, and all the currents of that world's thought.

Because my movement within this civilization has been from Trinidad to England, from the periphery to the center, I may have felt certain of its guiding principles more freshly than people to whom these things were everyday. One such realization — I suppose I have sensed it most of my life, but I have understood it philosophically only during the preparation of this talk — has been the beauty of the idea of the pursuit of happiness. Familiar words, easy to take for granted; easy to misconstrue.

□

This idea of the pursuit of happiness is at the heart of the attractiveness of the civilization to so many outside it or on its periphery.

I find it marvelous to contemplate to what an extent, after two centuries, and after the terrible history of the earlier part of this century, the idea has come to a kind of fruition. It is an elastic idea; it fits all men. It implies a certain kind of society, a certain kind of awakened spirit.

I don't imagine my father's Hindu parents would have been able to understand the idea. So much is contained in it: the idea of the individual, responsibility, choice, the life of the intellect, the idea of vocation and perfectibility and achievement.

It is an immense human idea. It cannot be reduced to a fixed system. It cannot generate fanaticism. But it is known to exist, and because of that, other more rigid systems in the end blow away.

V. S. Naipaul is author of numerous novels and travel memoirs. This article was adapted by The New York Times from the Walter B. Wriston lecture at the Manhattan Institute, a public policy organization.

'Repent!'

Iraq: Give the 'Internal Solution' a Try

By Flora Lewis

PARIS — The one, relatively painless way to end the confrontation with Iraq without war or appeasement has, amazingly, scarcely been broached. It is called "the internal solution," helping the Iraqi opposition get rid of Saddam Hussein's regime.

Western policymakers brush it aside as virtually impossible. They say that if the opposition hasn't overthrown the dictator in all these years, then it doesn't exist.

That is an odd argument. Four coup attempts were reported last year, quashed with many executions. But at that time Saddam Hussein had open or tacit support from almost all the countries now against him.

He was receiving large supplies of weapons, facing no threat but his own people's revulsion. The survivors, including people in his military and police establishment, can't love him the more for being terrorized.

There is an adamant opposition in exile. Members claim they have backing of muted millions, probably most of the 16 million Iraqis. Twenty-seven leaders signed a public "appeal for democracy and human rights in Iraq" in London on Feb. 27.

Nobody paid attention. One told me that attempts to contact American officialdom had produced only demands to "prove you can be effective inside the country." Of course, he said, "anybody who tries to peep inside Iraq is dead, so no longer effective."

A number of different groups have long opposed the regime. They include Kurds (4 million), a large but uncertain number of the Shiite majority, pro-Iranian Islamic fundamentalists, Sunnis who are not members of Saddam's Takriti clan or beneficiaries of his largesse, Christians, the radical left. This leaves aside those who accepted the regime but must be having second thoughts.

One reason they got nowhere is that they were divided, but they are working now to unite. A group is meeting in Damascus, obviously with the indulgence of Syria's president, Hafez Assad, to produce a joint program and an umbrella organization.

There are a million Iraqi exiles, "the largest opposition of any in the Third World," said Hoshyar Zebari, a London-based spokesman for the Kurdish Democratic Party.

I asked what they wanted from the United States, and he said: "Political and moral support, dialogue. We don't know the West's real objective, just to get Saddam out of Kuwait or to depose him. If it's just Kuwait, there's no point. We want democratic change in Iraq."

Another Iraqi opposition figure, a businessman, pointed out that the U.S. assistant secretary of state for African affairs had received the Somali opposition, but his Mideast counterpart never talked to Iraqi opponents. He wonders if the United States wants to change the regime, or still clings to the pre-Kuwait policy of seeking a deal with Saddam Hussein.

There are some grounds for believing that the anti-Saddam Hussein coalition, including the United States, is still hoping to restore the status quo ante of the Kuwait invasion, despite George Bush's vivid rhetoric. They are worried about upheaval throughout the region. Even the U.S. commander in Saudi Arabia, General Norman Schwarzkopf, talks of maintaining "a correct balance of power in the Middle East" and not destroying Iraq.

Turkey worries about unleashing a Kurdish independence movement that could engulf its own Kurdish areas. But Mr. Zebari says his Iraqi friends confirm that his people want an Iraqi state, with autonomy within a democratic structure.

All the Gulf regimes, and others in the region, are skittish about the idea of democratic movement in the neighborhood. They could be contagious. That is not a reason for the United States to ignore their pleas to be heard.

The nasty things Washington has finally gotten around to saying about the Iraqi president are true. Nobody knows it better than these people. There is no guarantee that, with support, they can produce results. There is no guarantee that if they do, they will produce a decent, stable, peaceful Iraq. But they are probably right that if the United States attacks, the Iraqi people will react in defensive nationalism, as the Iranian people did when Saddam Hussein made war on them.

What is clear is that war guarantees only more trouble. There is no going back. Looking ahead has to mean looking for new forces with liberal aspirations. It's madness not to recognize them and just stumble on.

The New York Times.

Warily Toward Hanoi

By Elizabeth Becker

WASHINGTON — This autumn the American government began the painful exorcism of the ghost of the Vietnam War, slowly preparing for the day when Vietnam and Cambodia will be treated like normal countries and not the despised symbols of a bitter defeat.

Some of the events were stage-managed to a fault — notably the visit of Foreign Minister Nguyen Co Thach, the first Vietnamese Communist official ever invited to Washington. Each second of his recent one-day stopover was programmed. When I caught up with him he seemed in a daze. "I feel like I am dreaming," he told me as he shuttled to the halls of Congress, where his hosts were in agreement. More than one congressional source said the Vietnamese minister seemed a little out of it.

But the point was made. At a noon press conference the powers that be stood beside Mr. Thach and more or less said that the issue of Americans missing in action and prisoners of war was being satisfied by Vietnam.

No such harmony existed on the floor of the House and the Senate when Congress sought to push through laws that will send U.S. money and diplomats to Cambodia whether or not the UN peace plan works. The Bush administration's chief problem now is reaching a final peace settlement before it is forced into normalization with Vietnam, or even Phnom Penh.

Congress did pass laws requiring the Agency for International Development to send a team to Phnom Penh within six months to figure out how to spend $25 million earmarked for humanitarian aid to the people inside Cambodia and some for those on the Thai-Cambodian border. Moreover, new laws on aid to the non-Communist rebels fighting Phnom Penh severely restrict the administration's ability to keep those rebels alive because of their alliance with the Khmer Rouge.

As interesting was a letter recently sent to the president from Senator Richard Lugar of Indiana and colleagues asking for a lifting of the trade embargo with Vietnam. It is presumed this is a prop the administration will need when the time comes to take Vietnam off the enemy list.

The ghost of Vietnam past still haunts these lawmakers and the business world, however. Even though some 25 American corporations recently formed an alliance to normalize relations with Vietnam to allow American businesses to compete in Indochina, those corporations refused to be named for fear they will be stigmatized. Already a militant veterans group that believes Americans are still being held prisoner in Vietnam has attacked the normalization efforts, saying the United States is acting on "greed and exploitation" in order to get Vietnam's "cheap oil and cheap labor" while covering up the POW-MIA issue.

Which brings us full circle since many in the anti-war movement believed those were the reasons why the United States fought the war in the first place. Perhaps this is part of the exorcism as well — going back to the beginning to come to an end.

The writer, author of "When The War Was Over," a history of the Cambodian revolution, contributed this to the International Herald Tribune.

Now Let the Voters Levy A New Tax on Dishonesty

By George F. Will

WASHINGTON — Earth to Air Force One: 129 years ago, the telegraph made possible instantaneous communication across the continent, so watch what you say.

Two weeks after President George Bush said in Washington that the first deficit-reduction deal was "balanced" and "fair," he said in Hawaii that the revision of it (he supported passage of the revision) made him "gag" and demonstrates why voters should throw out the rascally Democrats.

Deal II does increase taxes and spending even more than Deal I would have. But Mr. Bush supported both, whereas House Republicans opposed both by a better than 2-to-1 margin. Republican candidates trying to unseat Democratic incumbents are nearly unanimous against both deals. The Heritage Foundation, the conservative think tank, says people should ask if it is worth paying five more cents for a gallon of gasoline so the government can spend:

A total of $28.5 million on salary increases for congressional members and staff (devouring the tax increase on 570 million gallons of gasoline), $1 million to study bicycling and walking and an additional $50,000 for a staffer to oversee the study, $500,000 for a tribute to Lawrence Welk, $100,000 for research on soybean-based ink, $100,000 to study the sand on Waikiki Beach, a $3.6 million urban-gardening program, $205,000 for a Cleveland theater, $50,000 for seedless grape research in Arkansas, and so on and on and on . . .

The famous $84,000 study on why people fall in love and a $2,500 study on the causes of rudeness on the tennis court are in the past. But the Heritage Foundation's list of less-than-vital spending covers about 25 pages, and the list is not exhaustive. Many of the spending programs might be defensible were the budget in surplus. But few of the programs are remotely necessary, so none belongs in a budget that has been served up slathered in the budget-makers' self-serving rhetoric about the need for taxpayers to "sacrifice" to solve the nation's "crisis."

What the nation needs is an argument about what constitutes a proper federal-government undertaking. That argument might be advanced by, of all things, negative campaign commercials. Such commercials may denounce incumbents for casting votes for programs the incumbents knew nothing about.

Slabs of pork are packed into the 13 huge appropriations bills that are not only unwieldy, but also generally unread other than by a few members and committee staffs.

Of course such negative ads will be magnificently hypocritical. Every challenger using them against an incumbent will know that his district hardly has an aversion to its own pork.

Entitlement programs, not pork, are the principal reason why domestic spending will increase $245 billion (6 percent annually, not counting the real cost of the savings-and-loan bailout) during the five-year life of the deficit-reduction deal. But pork is not insignificant, monetarily or symbolically, when the government in its "austerity" is planning to spend an additional $1.75 for every $1 of new taxes.

The commander in chief and scourge of contemporary Hilters says about domestic policy: The Demo-

Slabs of pork are packed into the 13 huge appropriations bills.

crats made me do it (raise taxes). Actually, an exploding deficit called his bluff. Republicans could not come up with a serious deficit-reduction package that did not contain either tax increases or politically suicidal spending cuts.

Today Americans believe they cannot trust a syllable a politician says about taxes. That is why New Jersey is so furious about its new Democratic governor, Jim Florio. Elected last November, he is now the nation's second-least popular governor (second to Michael Dukakis of Massachusetts).

Poor fellow, he did what many Democrats now advocate. He raised taxes on everybody, but especially the rich, doubling the top rate and calling the program "fairness." The reaction has been so violent that Ron Brown, the Democrats' chairman, is brazenly denying the bald truth, which is that Mr. Florio did not tell the truth.

Asked on network television about Mr. Florio, Mr. Brown bristled: "When you look at the way Jim Florio has moved, and that is to be honest with the people of New Jersey, and George Bush has moved, and that is to be duplicitous in his explanation of what has happened, I'll take Jim Florio any time."

Network questioner: "He did, however, campaign saying that he saw no need for tax increases, did he not?"

Mr. Brown: "He certainly did not say that."

Well. What Mr. Florio said was: "I reject the premise that we need new taxes" and "I have no intention of raising any tax" and "I see no need for new taxes."

Odd. You would *think* television, even more than the telegraph, would inhibit Mr. Brown and Mr. Bush from playing so fast and loose with facts. That it does not inhibit them shows what they think of their audience, you.

Washington Post Writers Group.

100, 75 AND 50 YEARS AGO

1890: Feud Claims McCoy

PARIS — Bud McCoy, of Pike County, Kentucky, leader of the opposition to the famous Hatfield band of West Virginia outlaws, who had eight murders to his account, has been found riddled with eighteen bullets, in Logan Country, not far from the Tug Fork of the Big Sandy River. A sanguinary time is expected as a result of the prevailing excitement.

1915: A Bluff for Peace?

LONDON — Despite the pronouncements of Mr. Asquith and M. Briand, that the war will be fought until Germany has been beaten and compelled to penance and restitution, and in the face of the iron-bound agreements between the Allied Powers, that there shall be no peace until all agree, the British Censor permits the publication — probably because it is an absurd bluff of the losing bully — of an Exchange Telegraph Company cablegram from Washington, quoting from an authoritative German source, that Germany expects England to initiate a peace discussion.

1940: Coaxing the Vote

HYDE PARK, New York — President Roosevelt told the people of the nation tonight [Nov. 4] that they might vote tomorrow however they pleased, without fear of oppression or condemnation, and that no matter what their decision, the United States of America would remain united. That such a fact was possible, he said, proved the value of democracy and the need of united action to defend it. As he spoke from his family home, surrounded by members of his family, the President noted that millions of other American families could do the same. In other lands, he said, there was no such freedom: instead there were bombing raids and terrorism.

— From the New York edition of the New York Herald Tribune.

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هكذا من الأصل

ITALY

FUELING ECONOMY

Impetus of Closer EC Ties Tempered By Slower Growth and Gulf Crisis

Many Italians will remember 1990 as the year that their *azzurri* soccer team, favorites to win the World Cup Championships to which Italy played host, failed to win first place. More important than the results of the contest, however, was the way the event highlighted the problems and potential of Italian style and organizational capability.

Disorganization, political conflicts and mounting stadia and infrastructure costs had marred World Cup preparations. Yet, in spite of fears, everything went smoothly on opening night and thereafter. The organizers had indulged in some risky cliff-hanging, but survived to bask with *gran bella figura* (a glowing image) in the limelight of general admiration for their accomplishments.

Economic slowdown described as "intermediate"

Even as it was hosting the World Cup Championships, Italy was taking on another role that has attracted international attention — a six-month presidency of the European Community, to be completed at the end of the year. As in the World Cup Championships, in its pan-European costume Italy reveals a national identity filled with contrasts.

Carlo Azeglio Ciampi, governor, Bank of Italy

Early this year, leading politicians, anticipating the EC presidency, promised to redress Italy's less-than-sterling record of implementing EC directives, applying single market measures and acting on European Court rulings. In spite of its good intentions, however, when July 1 arrived, Italy still had the worst record in the European Community for disregard of EC rules. In 1989, Italy was referred to the European Court of Justice (ECJ) on 35 occasions, compared with 14 cases for Belgium, the next worst offender.

Confirmation of the gap between aspirations and reality was given in June when referenda aimed at controlling hunting failed to win acceptance, thanks largely to government policy. Italy's minister for the environment, Giorgio Ruffolo, described as shameful Italy's assumption of the EC presidency without having adopted the directive on the *protection of wildlife*.

Italy's Euro-commitment has nevertheless been underlined twice this year in the financial field. The first occasion was at the beginning of January, when the lira was taken into the restricted oscillation band of the European Monetary System (EMS), having been permitted a 6 percent movement around parity since the system started 11 years ago. Then, in May, Italy removed its last exchange controls, though restrictions gave rise to suspicions that liberalization was not truly completed.

"The double decision to place the lira in the narrow band of the EMS and to allow full freedom for the movement of capital represented for our country a crucial point in the implementation of the framework of community integration, to whose design Italy had contributed," says Carlo Azeglio Ciampi, governor of the widely respected Bank of Italy. "This year's results until now have shown that the twin decision to enter the narrow band and to complete the liberalization of capital movements has been considered neither reckless nor fanciful by exchange and financial markets. The relevance of the decisions, the balanced cyclical condition of our economy, the direction of monetary and exchange-rate policy and action in previous years, even at the most difficult moments for the lira, made us credible."

Capital outflows that were feared did not occur. Indeed, expectations of stability encouraged substantial net inflows, notwithstanding a drop in domestic interest rates that was more rapid than elsewhere. "The treasury was able to obtain from the market the means necessary to cover the deficit, renew sizable maturing debt and face up to the more substantial financing requirements of the autumn," Mr. Ciampi says.

Italian enthusiasm for Europe was further evidenced by the wholehearted support given for economic and monetary union during Italy's EC presidency, including a recent EC decision to set Jan.1, 1994 as the starting date for the second phase of this initiative.

"The Italian economy in the present and future has a basic reference point: Italy's choice to participate in European economic and monetary union. The choice is not just economic. It involves the whole reality of member states. Over and above any nationalistic rhetoric, Italy has a historic role to play and an important heritage to contribute in the building of Europe," Mr. Ciampi says.

Some partners believe, however, that this desire to wed Italy wholly and irrevocably to a European system owes much to internal political-economic factors. It is widely recognized that public-sector finances represent Italy's most vulnerable point, with spending appearing be-

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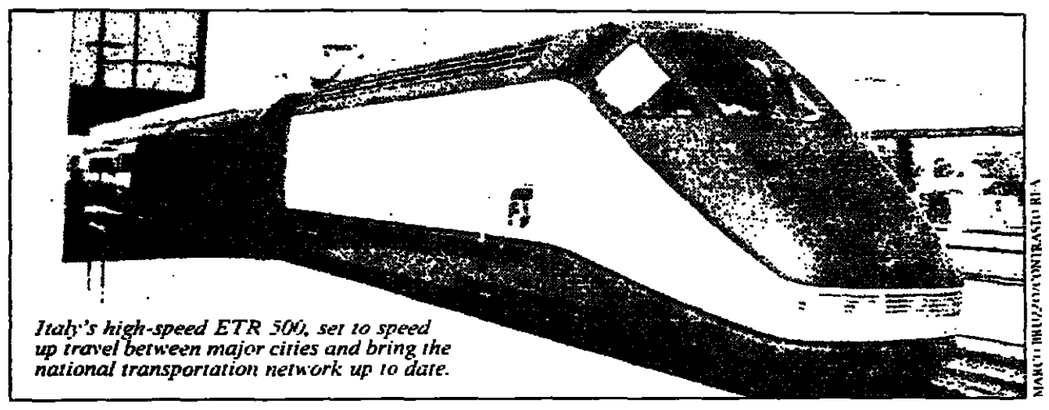

Italy's high-speed ETR 500, set to speed up travel between major cities and bring the national transportation network up to date.

MARCO BRUZZO/CONTRASTO R.A.

Toward Greater Energy Independence

Long before the Gulf crisis, Italy, a net energy importer, had been working to become more energy independent — a difficult task for a country with a non-nuclear environment and some of the strictest pollution regulations in Europe.

"Italy's high dependence on energy sources from abroad is a historic fact," notes Gian Marco Moratti, president of SARAS Refinery and the Italian Petroleum Union. "And it's a reality that is not going to change in the near future."

Mr. Moratti, whose family business constitutes the largest independent petroleum refinery in the Mediterranean area, remains optimistic about the energy situation in Italy,

Oil fuels 58 percent of Italy's energy needs

in spite of current political tensions in the Middle East. The embargo, he says, has reduced Italy's oil supply by 7 percent, or 6.5 million tons, for the year 1990. A substitute must be found for one million tons of Kuwaiti gasoline and diesel.

Nevertheless, the crisis is far less serious — in energy terms — than the one facing Italy in the early 1980s. September oil prices are half those of the earlier period and represent 1.3-1.5 percent of Italian GNP, whereas in the early 1980s they represented 5-6 percent.

Although oil fuels 58 percent of Italy's energy requirements, the increase in petroleum consumption between 1988 and 1989 was slightly less (2.9 percent) than Italy's overall increase in energy consumption (3 percent). This may be due partly to tax policy: Italians pay more than any other industrialized country to fill up their tanks. Whatever the reason, they consume less energy — as well as less gasoline — per capita than their EC counterparts.

According to Mr. Moratti, Italy's real energy challenge in this decade is to make wiser and more rational use of available resources. This includes quality-of-life considerations. To that end, SARAS invests several million dollars yearly on pollution monitoring and control devices and is currently constructing two new sulfur recovery plants, as well as a new advanced conversion unit for lighter fuels.

Balancing energy needs and environmental concerns is also a task faced by Ente Nazionale Idrocarburi (ENI), one of Italy's giant state holding companies (1989 revenues: $28.7 billion) and the seventh-largest oil conglomerate outside OPEC. With its 347 companies, almost evenly split between Italy and abroad, ENI supplies more than 40 percent of Italy's energy needs and 52 percent of its hydrocarbons.

The National Energy Plan of 1988 gave a prominent role to natural gas in Italy's energy mix. Currently, gas accounts for about 22 percent of Italy's energy consumption, and it is expected to cover 28 percent by the end of the century.

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Industry: Global Survival Strategies

Gianni Agnelli, president of the Fiat Group, announced in June that "the party is over." His statement refers to Italy's industrial sector, now trying to cope with increased international competition and domestic woes.

Italy's GDP growth, which stood at around 3.2 percent in 1989, was already likely to fall by about 0.5 percent in 1990 due to cyclical factors. The Gulf crisis, however, has required analysts to lower the figure to about 2.4 percent. And in 1991, "GDP growth could be limited to around 2 percent," according to Egidio Lorenzi of Credito Italiano, one of Italy's top banks.

Other economists argue that it could go even lower, depending on Middle East developments, given Italy's almost total reliance on imported oil. Inflation, currently 6.4 percent, could be pushed as high as 6.9 percent by this year's salary increases and the price adjustments made to tackle the country's persistent public-sector deficit, the highest in the OECD, according to Mr. Lorenzi.

State steel sector has returned to profitability

Employment has suffered: the falloff in demand, particularly for consumer durables, and the resulting slowdown in the car industry have led to a reduction in hours for 35,000 Fiat workers. Olivetti, hit by the rapid change in the computer market, will cut its work force by 3,500 in 1990, with more cuts to come next year. The Gulf crisis has hit the chemicals industry hard, and Enimont, the country's controversy-plagued major chemicals company, has had to lay off 1,600 workers.

Italian industry has reacted to domestic problems in part by looking abroad for acquisitions and alliances. The favorite markets have been in continental Europe, but the United States, Eastern Europe and the U.S.S.R. have not been passed over.

Fiat has purchased Spanish truck builders Enasa, made agreements with Ford Holland (tractors) and formed an alliance with France's Compagnie Générale des Eaux (CGE) involving cross-share-holdings between the two holding companies and a series of ambitious plans in advanced technology. Negotiations on a link-up with the U.S. firm Chrysler are also under way.

Tire and cable manufacturer Pirelli has acquired Durkee-Atwood, a Minnesota-based manufacturer of rubber transmission chains. Media magnate Silvio Berlusconi, blocked at home by anti-trust considerations, has recently renegotiated an agreement between his Fininvest and the French Hachette group. In Spain, Telecinco, set up by Fininvest with the national organization of the Spanish Organisazion Nacional Ciegos Españoles (ONCE) and the Kuwait Investment Office, went on the air in March this year.

All the major groups nurture ambitions in Eastern Europe. Poland and the U.S.S.R. are traditionally areas of interest for Fiat. It sources some small-car production in Poland and recently signed letters of intent with two vehicle manufacturers, FSM and FSO. In the U.S.S.R., Fiat has negotiated a three-stage project worth $1.5 billion to bring an initial 300,000 small cars onto the market from a new plant at Yelabuga, south of Moscow.

Earlier this year, Ferruzzi, Italy's second-largest private-sector group — which already has a large presence in Eastern Europe based on chemicals and trading — upgraded a pilot scheme involving 5,000 hectares (12,355 acres) of farmland near Stavropol for industrial-scale production of sugar beets, soya, cereals and maize.

Clothing manufacturer and retailer Benetton recently announced a joint venture to set up a production facility in the Armenian capital of Erevan and will move on to open 50 stores across the U.S.S.R. over the next few years.

Italy's public-sector holding companies have been facing the challenge of rationalizing their interests in their search for critical

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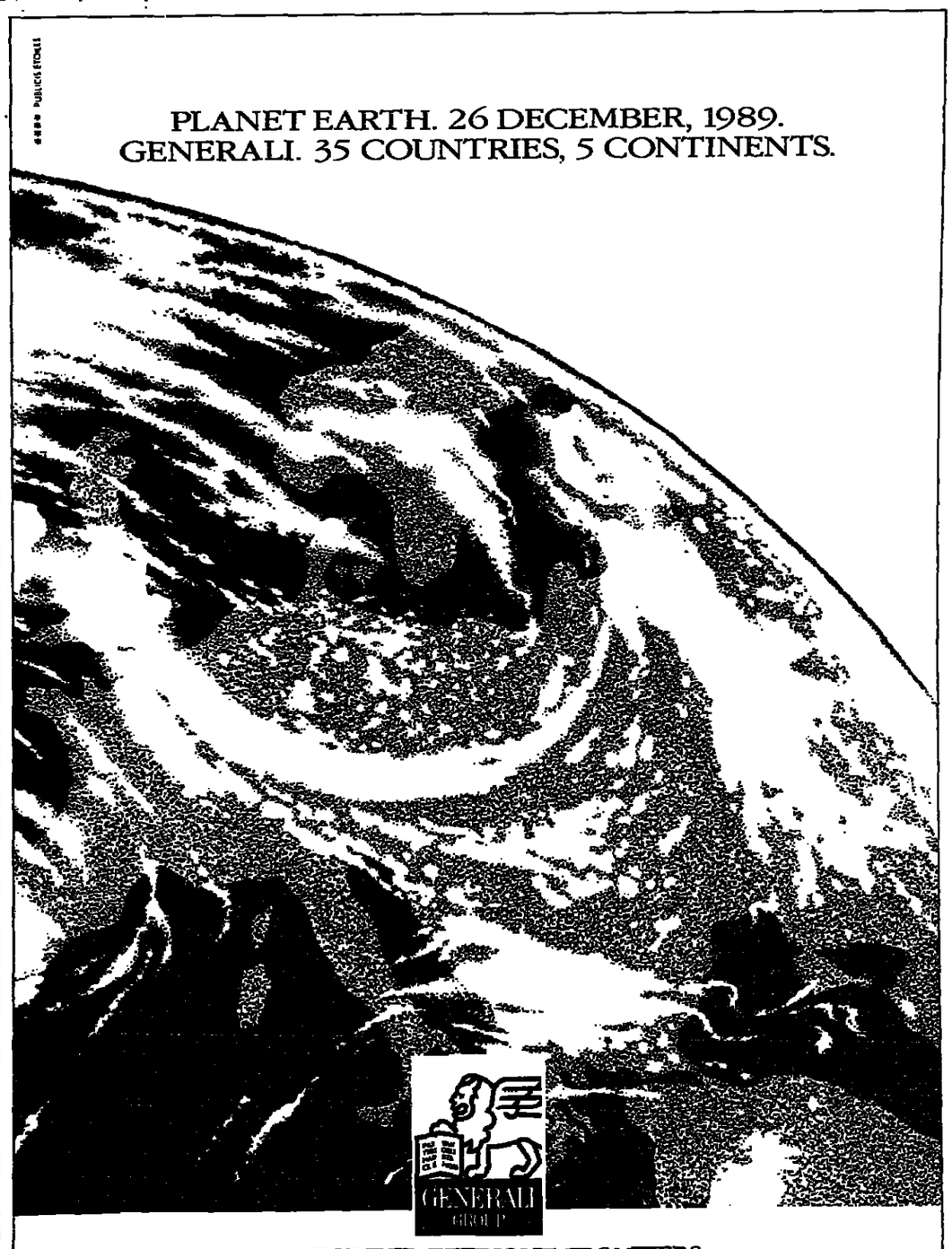

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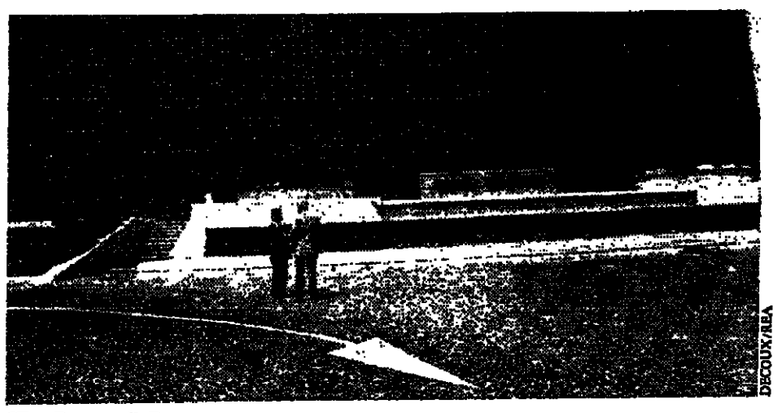
Major Restructuring of Banking Sector Under Way

For Italy's public-sector banks, 1990 will be a year to remember. The Amato Bill, which was approved by the Senate in July, will allow important changes to be made in the country's six public law-credit institutions and 80 savings banks.

The legislation is significant because the public sector controls about two-thirds of Italy's banking system. Milan savings bank Cassa di Risparmio delle Provincie Lombarde (Cariplo) headed the 1989 rankings, followed by three public law-credit institutions, Banca Nazionale del Lavoro (BNL), Istituto Bancario San Paolo di Torino (SanPaolo) and Monte dei Paschi di Siena. The largest private-sector bank is number 10 on the list.



The Banco di Roma.

DECOUX/REA

Amato Bill will affect large banks

Clearly, the Amato Bill, named after the Socialist treasury minister who was responsible for its presentation three years ago, will affect the biggest of Italy's banks. But all public-sector banks are being given the opportunity to become joint stock corporations instead of remaining foundations, trusts or associations.

Giampiero Cantoni, chairman of BNL, says: "This corporate model [a joint stock corporation] responds to various functional and market needs. It clarifies relations between managers and owners, allows more transparency in relations with third parties and is more flexible."

SanPaolo Chairman Gianni Zandano explains: "For banks with a juridical structure of a foundation, like the SanPaolo, the credit activity will be transferred to a new joint stock corporation. The end result will be a public foundation, continuing its traditional institutional role, that holds a majority stake in the share capital of the banking joint stock corporation." The banks' transformation into joint stock corporations will open the way to share quotation, mergers and alliances, and partial privatization.

It is expected that all the public-sector banks, even the smallest local savings bank, will become joint stock corporations. However, share quotation will probably be confined to the larger institutions, some of which will begin the process quickly. "I am convinced that SanPaolo should seek quotation of its shares as soon as possible, both on national and international stock markets," Mr. Zandano says. He sees the Amato Bill as offering the chance for the SanPaolo, which demonstrated strong international awareness and dynamism during the 1980s, to seal alliances with primary foreign institutions.

Political influence seen as damaging

Cariplo will also move fast, according to its chairman, Roberto Mazzotta: "The bank is well-advanced in its plans for taking advantage of the Amato Bill. We are still waiting for the necessary instructions and interpretative details from the authorities, but Cariplo will be transformed into a joint stock corporation as soon as possible," he states, adding confidently: "Cariplo will be one of Italy's blue-chip stocks."

Aware of the fragility and vulnerability of many smaller savings banks, the Bank of Italy has long been trying to encourage mergers among these institutions. It should now see some results. During the past year, Mr. Mazzotta has given heavyweight support to the concept of a single major grouping of Italian savings banks. He considers that this would provide the banking firepower to do battle with Europe's biggest institutions. Such a grouping would almost certainly be centered on Cariplo, however, and as such has run into opposition from the other larger savings banks.

Currently, the three other leading savings banks (Rome, Turin and Verona) seem determined to go their own ways independently. This looks likely to lead to the creation of a small number of strong regional banks, toward which the small- and medium-sized savings banks will gravitate. The Rome, Turin and Verona savings banks are already building alliances and taking stakes in other savings banks in what they consider their spheres of influence.

Mr. Mazzotta's concept of a powerful national savings bank able to compete with the very biggest is at odds with the regional groupings that appear to be envisaged by the chairmen and boards of other institutions. "The authorities must indicate which direction is best to follow," Mr. Mazzotta points out.

While Italy's savings banks are still deciding how and with whom they should merge, a major private-sector bank has already taken the plunge. On December 31 last year, Nuovo Banco Ambrosiano merged with its Banca Cattolica del Veneto subsidiary to form the Banco Ambrosiano Veneto, an institution that ranks among Italy's top 10 banks.

Polinto Boaretto, director and head of treasury, securities and fund management at the Milan bank, says: "When the merger was undertaken, there was uncertainty about the timetable for the Amato Bill. We have no doubt that it was right to move when we did, instead of waiting seven months for the bill to reach the statute book. The various difficulties associated with mergers have been overcome, and Banco Ambrosiano Veneto is now enjoying the full benefits of being a large bank rather than two medium-sized banks. Our horizons have been expanded and our objectives enlarged."

Partial privatization of savings banks and public law-credit institutions should be another consequence of the Amato Bill. The legislation allows the public body that owns a new banking joint stock corporation to place up to 49 percent of equity with private shareholders. This limit — which permits politicians to keep majority control and retain the power to appoint their nominees to the boardrooms — is seen as a weak point of the Amato Bill.

Significant changes now in progress

Probably the aspect of the Amato Bill that bankers find most attractive is its fiscal neutrality. Taxation of gains on asset values booked at the time of incorporation as joint stock corporations will be suspended. The real value of assets will be recognized and banks' capital bases will be considerably strengthened. Revaluing assets without incurring gains tax will boost ratios and give room for growth.

Cariplo's Mr. Mazzotta says: "Today our net equity amounts to between 5 and 6 trillion lire [$4.43 billion and $5.32 billion]. After implementing the asset revaluation permitted by the Amato Bill, this figure will rise to 9-10 trillion lire. Our capital ratios will be stronger than those of any other European bank. This will give an enormous boost to our credibility in external markets and will make us most attractive for foreign banks seeking an Italian partner. We will be able to choose."

Asset revalution will also help banks take advantage of the liberalization of branch openings announced by the Bank of Italy at the end of March. As forecast by many at the time, the central bank's 1986 branch plan turned out to be the last. Tight control has been removed, and banks, both private-sector as well as public, can now decide where and when to open new branches.

Banca Commerciale Italiana (BCI), already a joint stock corporation and widely rated as the most international of Italy's banks, will perhaps not enjoy the same benefits of asset revaluation as the savings banks and public law-credit institutions, but BCI too is planning on additional branch expansion and probably has the most aggressive network program of any Italian bank. Mario Arcari, BCI managing director, says: "Due to local government elections in May, which slowed down the granting of permits, we will open rather fewer branches than the 102 that were planned for this year." He adds that the pace will be regained in 1991, with around 100 new branches being added to a network that was close to 500 at the end of last year.

Banco Ambrosiano Veneto does not intend to be left behind. Already very strong in northern Italy, its expansion plans are carefully focused. "We intend to strengthen our presence down the Adriatic coast," says Mr. Boaretto. With thriving local industry and none of the much-reported problems that exist in the south, the Adriatic regions of the Marches and the Abruzzo look extremely appetizing to the bank's corporate strategists. Another 25 branches will be added this year to the existing network of 350, with an additional 50 to open next year. Strong 1989 results are helping the banks finance their expansion. Aggregate figures published by the Bank of Italy show that the Italian banking system overall recorded its highest-ever pre-tax profits last year. An interest margin that was 12.4 percent higher than in 1988 helped to boost aggregate operating margin by 6.9 percent to another all-time high.

The Banca Nazionale del Lavoro.

LUIGI BALDELLI/CONTRASTO/REA

BCI's Mr. Arcari is very enthusiastic about his bank's performance to date in 1990: "In the first half, our results showed an improvement of 20 percent on the same period of 1989. July produced record figures. And these were followed by very good monthly results in August and September."

Mr. Boaretto of Banco Ambrosiano Veneto, also enthusiastic, reports: "Our pre-tax income on June 30 recorded an increase of nearly 27 percent on the first half of 1989, with assets 11 percent higher and lending up almost 16 percent. Though we foresee a slowing down in the six months to year-end, Banco Ambrosiano Veneto's pre-tax income should record an improvement of between 15 and 18 percent on 1989."

Addressing the Italian banking association, ABI, at the beginning of July, Carlo Azeglio Ciampi, the Bank of Italy's governor, said: "The Italian banking system presents overall a solid asset and profit base." With bankers expecting to close this year's accounts with results that are even better or similar to 1989, this solidity should be reinforced.

David Lane

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Changing the Vocabulary of High Technology

In the last 20 years, the Italian language has changed more than in the preceding one hundred. Counting new words and modified meanings, 33 percent of the Italian vocabulary did not exist in 1970.

Interior of a Corporate jet, designed by Piaggio; Italy's high-tech sector is expanding.

Almost the same claim could be made for Italian high tech. In the last two decades, Italy's share of researchers rose from 2.6 percent to 3.8 percent of the total in OECD countries. In a recent 10-year period (though 1986), the number of Italy's scientists engaged in research increased by 53 percent, a larger increase than in any other European country.

There are other indicators of change as well. In 1977, Italian re-

Italy has 9.8 percent of Europe's high-tech market

search represented just 0.9 percent of GNP; by 1987, that figure had risen to 1.5 percent. And Italy's share of the high-tech market in Europe rose from 9.4 percent to 9.8 percent in the period 1980-87.

But these figures still trail those of France, Germany and Japan and lag far behind the 13.4 percent annual growth rate recorded by the high-tech sector overall during the 1980s. Among the many reasons for the continuing gap:

- Education: Italy ranks 17th in the level of its scientific education, so it has to import some of its scientists and loses others to better opportunities offered abroad.
- Export obstacles: Italian companies can wait up to six months for a license to export high-tech products; the comparable wait is 20 days in Germany or the United States and 15 days in France or Japan.
- Mature industries: Italy's high tech is disproportionately represented among what are called mature industries — textiles, industrial equipment and the like. What are instead recognized as growth technologies are biotechnology, new materials and information/telecommunications/automation.
- Small company restraints: Small- and medium-size companies play an important role in the Italian economy. Because of the high cost of research, so the argument goes, these companies can afford to do very little.

In spite of the stumbling blocks, a number of Italian companies — large and small, public and private — have achieved world-class reputations in high technology. Each in its own way, they seem to have taken to heart the recipe for success described in a report by the Italian research firm Nomisma: collaborate with other companies domestically and internationally; and always provide top-quality customer service.

Service is a key factor in the success of Marposs, a Bologna-based producer of measuring equipment for machine tools. Inasmuch as his instruments are used in quality control, founder Mario Possati is almost obsessed with the importance of ensuring quality to his customers.

In service-sensitive Japan, Marposs commands 60 percent of its specialized market. Japan, Germany and the United States account for 65 percent of Marposs's sales.

About one-fifth of Marposs's 1,000 employees have university degrees. The research staff operates from centers in Italy, Germany and the United States to meet the needs of customers in 22 countries.

Because Japan is in so many ways the standard-bearer for high tech, success there is tantamount to enviable achievement in this sector. Gruppo Agusta, the world's largest producer of helicopters, points with pride to a contract signed late last year with Japan for the sale of 65 A109 helicopters for civilian use. In the wake of this agreement, worth about $200 million, Agusta signed two service agreements with Japanese companies in September 1990.

While civilian contracts are not new for the company, Agusta reached a milestone last year when, for the first time in its history, civilian helicopters outsold military vehicles. Of the 1,520 helicopters sold in 1989, 888 (or 58 percent) were for specific uses such as firefighting, ambulance service and passenger transport. Introducing innovation into its international commerce has helped Agusta conquer 22 percent of the world's market for civilian helicopters.

Civilian planes of another sort are the stock-in-trade of Rinaldo Piaggio, a Genoa-based company that has been manufacturing aircraft since 1915. The company's crown jewel is the Avanti P180, the fastest twin turboprop aircraft in the world, as well as the most fuel-efficient.

Innovative in its use of materials and design, the Avanti is also being marketed with an innovative flair: in North America it will be assembled and sold through a joint venture with Duncan Aviation of Nebraska, and buyers will be entitled to a two-year customer-service program.

Customer service is also part of Mandelli's basic product line. The Piacenza company is known all over the world for its intelligent machine tools, Flexible Manufacturing Systems (FMS), Computer Integrated Manufacturing (CIM) and technical and assistance services to its widespread clientele. Mandelli can meet the exacting demands of even its Japanese and German customers, thanks in part to a highly educated staff (52 percent of its employees have either diplomas or university degrees), one-fourth of whom are dedicated to research and development activities. The company also spends 10 percent of its yearly turnover on research and participates in many international and European research projects.

Capital for this research-intensive orientation has become more accessible since Mandelli went public late in 1989. In April, the company bought up three niche firms in Italian high tech and doubled its sales in the process.

High-tech growth is possible through mergers as well as acquisitions and that was the strategy pursued by the IRI Finmeccanica Group in combining two aerospace titans, Aeritalia and Selenia. The combined entity, Alenia, boasts revenues of $4.3 billion so far in 1990 and more than 31,000 employees engaged in aeronautics, telecommunications, military systems and environmental protection.

The Aeritalia component of the new company had two significant confirmations of its high-tech prowess in August. The U.S. Air Force awarded an $80 million contract to Aeritalia for its twin turboprop transport plane, the G222. And the AMR Corporation ordered one billion dollars' worth of regional transport ATR airplanes for use in the United States.

Big orders, therefore, can and do come to high-tech companies in Italy. They come from some of the world's toughest customers, and they come to companies of huge or modest dimensions. The smaller Italian companies, in fact, may even have an advantage when it comes to high tech. U.S. studies reveal that small companies produce twice as many innovations as do large ones, and they are more likely to innovate in the so-called growth technologies. They are also well-positioned to profit from research done at the university level — and Italy is second only to Japan in the percentage of research conducted in universities (19 percent).

Clearly, Italy's high-tech vocabulary is destined to grow.

Claudia Flisi

An ITALTEL technician programming circuits.

Big Budget Upgrading of Infrastructure Planned

Italy may not have carried off the World Cup, but as host nation to the football extravaganza, its infrastructure scored a notable win — temporarily.

The Italian government is said to have spent thousands of billions of lire to smarten the country up for an influx of soccer fans from all over the world. But apart from a brand-new set of sports stadiums, the money spent may as well have been window dressing. Italian trains still do not run on time, and

Stet will spend $35 billion in the next three years

letters can take days to reach an address in the same district.

Private courier services to make up for the lack of a reliable postal service are rapidly expanding throughout the country. And the popularity of the private motor car is probably in no small measure due to the inadequacy of the Ferrovie dello Stato (FS), one of Europe's least efficient train services.

The Italian government has launched several projects designed to upgrade infrastructure inadequacies. Both the FS and the telecommunications industry holding company Stet are to be transformed from amorphous state entities into limited companies. While full-scale privatization is politically out of favor in Italy, both these companies are likely to have certain operating divisions given over to the private sector in the next five years.

A plan for the complete restructuring of Italy's telecommunications, affectionately known as "Superstet," fell prey to political wrangling. But all has not ground to a halt. Stet's telecommunications subsidiaries will spend over 40 trillion lire ($35 billion) between now and 1993. These include SIP (national telecommunications), Italcable (intercontinental telecoms) and Telespazio (satellite telecoms).

SIP, for instance, is revving up its current investment program. It has just revised its spending target from L9 trillion a year through 1993 to L9.9 trillion next year, then L11 trillion a year through 1994. This will go toward satisfying the growth in user demand, modernization of the existing system and a relative improvement of the network in the south of Italy, plus development of its mobile phone service. Stet subsidiary Italtel is providing new switching and transmission equipment for SIP. It aims to have 2,000 Linea UT exchanges in operation by the end of the year.

But the size of the public-sector deficit in Italy tempers the ability of its state-sector companies to indulge in huge investment programs. The quickest way to increase revenue is, of course, to raise prices.

While Stet and SIP are waiting for permission to increase their tariffs (they have not done so for almost four years), the state railways have been given the go-ahead to raise theirs by 20 percent. Carlo Bernini, Italy's transport minister, pushed a bill through parliament earlier this year that allowed this substantial increase. FS is in year one of a three-year investment plan budgeted at L8.2 trillion. Its star attraction is a new high-velocity train running between Milan and Naples, known as the ETR 500. It is also working on a high-speed service between Turin and Venice.

Guy Fitzmaurice

Banco Ambrosiano Veneto was formed in December 1989 by the merger of two important Italian banks Nuovo Banco Ambrosiano and Banca Cattolica del Veneto.

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Garment Exports Strategy: From Dollars to Yen

The Italian fashion industry — its '80s boom finished — is shifting gears with a global plan of expansion in the Far East and consolidation in the West.

Once the dominant export market outside Europe for Italian apparel, the United States was surpassed for the first time last year by Japan because of the triple blow of a recession, a low dollar and chaos in the retail industry.

The first six months of 1990 confirm the trend: sales of Italian womenswear to Japan jumped 42.8 percent, to 279 billion lire ($244.8 million), while exports to the United States, lagging behind the inflation rate, inched up 4 percent to L203 billion over last year.

Womenswear exports to Japan skyrocketed this year

"The situation in the United States is dramatic," says Gianni Cigna, chairman of Laura Biagiotti. "The Americans are absolutely terrorized by the economic situation. Department stores are sending fewer buyers to Europe, and the ones who come are literally afraid of boarding a plane for fear of the uncertain situation back home."

Giorgio Schön, chairman of Mila Schön, notes that certain clients, including Bonwit Teller, have gone out of business, while other department stores have filed for Chapter 11 protection. By contrast, the situation in Japan — and the Far East in general — is rosy. Biagiotti exports nearly 25 percent of its wholesale ready-to-wear volume to Japan (about L18 billion) and is expanding into licenses for leather goods, accessories and a golfwear line. Each agreement, notes Mr. Cigna, includes a minimum of 20 percent of sales volume exported from Italy.

Mila Schön also counts Japan as its largest export market, a situation that Mr. Schön says has existed for a number of years. The company, has, in fact, anticipated the eastward trend, establishing a joint venture with importation and distribution giant C. Itoh 15 years ago. Currently, 30 percent of the company's L70 billion wholesale turnover is aimed at Japan.

While some manufacturers express a fear of eventual saturation, most note that Japan serves as a perfect stepping-stone for the rest of the Far East. "We've recently concluded a licensing deal in Korea that will eventually cover markets including Korea, Singapore, Hong Kong and others," says Biagiotti's Mr. Cigna, adding: "There was a time when Korea did nothing but copy designs. Now there's a market for authentic labels, and their manufacturing is, of course, excellent."

Meanwhile, Italian designers are struggling to keep a toehold in the United States, both to ride out the current situation and to maintain the less tangible but still critical prestige of a U.S. market. Mila Schön will open a boutique in New York next year, as will the innovative sportswear producer CP Company, controlled by Turin-based Gruppo GFT. While present in Japan for the last 10 years, where sales reached L18.2 billion in 1989, CP Company established its own American distributor only last year. It made news by acquiring a vast space in Manhattan's landmark Flatiron building, not far from recently opened Emporio Armani.

One company that remains optimistic about the U.S. market is Ferragamo, the Florence-based shoe, accessory and ready-to-wear producer, which exported nearly half of its L230 billion 1990 season volume to the United States. Ferragamo will be opening two new outlets — in Beverly Hills and San Diego — next year. "The strategy behind fully owned boutiques is to create and maintain an image that reaches the retail customer," says Gerald Mazzalogo, Ferragamo's group director. He adds: "In our stores, which are closely patterned after our flagship store in Florence, we offer the full line of shoes, accessories and ready-to-wear, displayed in an environment over which we have complete control."

Loyalty to the American market does not come cheaply. In the past year and a half, the dollar has lost about 17 percent of its value against the lira, which Ferragamo absorbed without raising prices. Mr. Mazzalogo, however, admits some concern. "We're committed to holding prices through this season (spring '91)," he says. "After that, we'll have to decide what to do."

Mark Ganem

Mila Schön's 1991 collection.

Mid-Range Fashion on a Growth Curve

The Italian fashion industry is turning to an unlikely savior to help it survive a recent drop in sales: the mid-range market.

"We're discovering more that a customer looks first at the quality of the product and the price, and then the label," says Luigi Maramotti, president of the Max Mara group, Italy's largest producer of womenswear, with 780 billion lire ($684.2 million) in wholesale sales for the 1990 seasons. Max Mara, which owns and franchises 310 boutiques worldwide, markets its flagship Max Mara line at a retail price range of L200,000-L300,000.

At the same time that designers like Armani, Versace, Ferre and, more recently, Gigli and Moschino turned the attention of the fashion world toward Milan, the industry behind them more than doubled its turnover in the seven years between 1982 and last year, with womenswear alone accounting for L14.7 trillion in wholesale sales.

Turnover more than doubled between '82 and '89

But with the euphoria of the mid-'80s — when a strong dollar made even premium goods accessible to the U.S. market — now a thing of the past, there is an air of buckle-down practicality in the industry today. Price, naturally, has become an increasingly important issue as costs for materials — especially wool and silk — continue to rise. Nearly every designer has introduced a secondary line, which characteristically sells for prices 40-50 percent below those of the signature collection.

While there is no industry-wide breakdown of sales by price range now available, producers that manufacture both premium and mid-range lines indicate that these higher volume lines are gaining fast. "Right now, our mid-range lines account for about 40 percent of total volume and are growing at about 30 percent annually," says Stefano Barbini, marketing manager for the Bologna-based Aeffe.

Overall sales for the company were L90 billion in the 1990 seasons, with projections of L115 billion for 1991, a 27 percent increase. Aeffe produces Alberta Ferretti, Osbek and Moschino ready-to-wear, as well as secondary lines of each designer. "It's great to have a clientele that is not susceptible to price increases, which you have in the upper range. But that is a very small market, and it's not growing like it used to," Mr. Barbini says.

Max Mara's Mr. Maramotti adds, "I think it's incorrect to say that price has become a factor only in the last few years. A name is important if there's a product behind it. I don't consider designer secondary lines our main competitors. But that depends. If a secondary line means a secondary product, with poor workmanship and fabrics, then ultimately it will not succeed. And I think the market has proven that secondary lines have no guarantee of success. It's not a marketing problem. It comes down to product quality and style."

Characteristic of this back-to-basics trend is the decision to move back Modit, the wholesale fair in Milan dealing in higher-volume apparel, from March to February beginning next season. It is a move that, according to Paolo Lombardi, general secretary of the organizing body EFIMA, represents "a shift from image to business. The March dates coincided with Milanocollezioni [the week of fashion shows staged at the Fiera and around the city by Italy's most prestigious fashion houses]. We found, though, that most of our exhibitors had already concluded 50 percent of their business before coming to the fair."

The result is a schedule that is better coordinated with the ready-to-wear salons in Paris and Düsseldorf. The move also alleviates delivery problems, which are a chronic complaint of foreign buyers.

M.G.

Italian Designers Have an Eye on the Eyewear Market

The Italian eyewear industry, one of the world's largest exporters and currently the U.S. market's biggest supplier, has turned its gaze toward the fashion world in a strategy to maintain market leadership.

Italian eyewear manufacturers are experiencing a sales boom despite stable demand in Europe and North America thanks to licensing agreements with not only top Italian designers but French and American ones as well. As Guido Balocco, president of Persol, says: "Competition for designer labels is stiff."

Designer sales will soon represent 50% of turnover

Italy's largest eyewear manufacturer, Luxottica, entered the designer market two years ago with its Giorgio Armani line. It has since added Genny, Byblos, Gingiaro and, by acquisition, Valentino. It will introduce an Yves Saint Laurent label next year. Once a negligible sales factor (2 percent of sales in 1988), these designer lines have grown to represent 25 percent of the company's 312 billion lire ($282.2 million) in annual sales, according to Luxottica Chairman Leonardo Del Vecchio. That performance is mainly due to much wider profit margins than traditional lines'.

"The aim of designer marketing is not to replace the traditional lines," Mr. Del Vecchio explains, "but to augment them. It's not a substitution." Nonetheless, he expects that designer sales will increase to 50 percent of turnover within the next two years.

Luxottica's phenomenal growth (the company was founded in 1961 as a supplier of frame components) is emblematic of the Italian industry's development, leaning heavily toward the export market — which Mr. Del Vecchio says constitutes 80 percent of turnover — and concentrating on the mid- and premium-price ranges. According to Mr. Del Vecchio, Luxottica is the largest distributor of eyeglass frames in the United States.

The designer market, however, is not without its difficulties — nor does it come cheap, with a typical agreement including royalties of up to 10 percent of sales and investments in promotion and advertising. "One has to be careful, too, in selecting lines that don't overlap," says Persol's Mr. Balocco, adding: "It's counterproductive to feed one line at the expense of another."

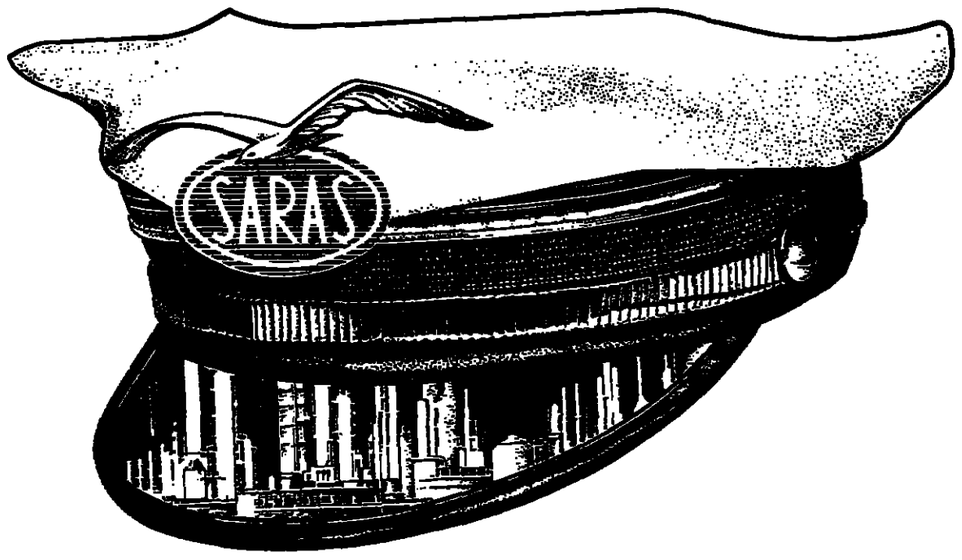
In addition to its signature line of luxury sunglasses, Persol produces both sunglasses and frames for Emanuel Ungaro and Moschino, the latter appealing to a young customer, with whimsical designs incorporating such unlikely elements as an earpiece shaped like a pencil or frames that resemble hair combs.

Traditional lines will probably continue to play a large role in the critical North American market, according to Giuliano Tabacchi, president of Safilo, Italy's number-two maker, which produces the Biagiotti, Ferre, Gucci, Polo/Ralph Lauren and Missoni lines. "The American consumer is extremely price-conscious," he says.

The United States is currently Italy's largest foreign market, accounting for 44 percent of the export value of frames and 31 percent for sunglasses, according to the Italian eyewear industry association, ANSAO. Overall, Italy last year exported L606 billion in optical supplies, of which 72 percent was frames and 21 percent sunglasses, up 16 percent over 1988.

M.G.

Luxottica's wraparound sunglasses.



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EC Ties

Continued from Page 7

yond control and helping to create a public-sector deficit equal to around 11 percent of GDP. "The condition of public finance is the handicap from which our economy suffers. It prejudices growth, makes financial equilibrium precarious and weakens the credibility of the lira in its essential function as a reliable measure of value in the present and for the future," the Bank of Italy's Mr. Ciampi warned a foreign-exchange dealers' meeting in October.

Notwithstanding frequent financial packages by successive governments, total outstanding public-sector debt was 1,168.3 trillion lire ($1.24 trillion) at the end of last year. By the end of this year, debt is likely to overtake GDP. It is argued that internal measures are ineffective or insufficient and that external discipline provided by a European system is needed.

On few issues are the Italian government's difficulties in taming federal public-sector finances more evident than privatization. Often mentioned as a part of the solution, little has been achieved. There are too many political interests, with the ranks of companies within the IRI/ENI/EFIM state holding system, the public-sector banks and other state organizations providing the opportunities for political patronage from the top appointments to the most menial jobs.

Proponents of privatization argue that asset disposals would not only offer much-needed revenue but would also give a push to greater efficiency.

As the government in Rome tackles the tricky task of putting together its 1991 budget, it finds itself in a more difficult position than in the past several years: the Gulf crisis has added an adverse factor to the equation, given Italy's dependence on imports to satisfy 80 percent of its total energy needs, of which oil accounts for 58 percent.

Italy's failure to diversify its energy sources has been underlined by the crisis, just as unfulfilled plans to build power stations were highlighted when green activists put supplies at risk by sabotaging trans-Alpine transmission lines used for importing electricity from France in September.

Underscoring Italy's energy weak spot, the Gulf crisis also threatens to fan glowing inflationary embers. The Italian industrialists' confederation Confindustria now expects consumer price inflation this year to be around 6.4 percent, against an earlier government target of 5 percent, with next year's forecast between 6.6 and 7.3 percent.

The Gulf crisis has arisen at a time when industry was already feeling a slowdown in production. In its autumn review of the economy, Confindustria draws attention to accumulation of stocks, a sharp slowdown in production and expectations of further production deceleration and declining order books. Italy's industrialists are also worried about a loss of competitiveness of Italian goods on world markets.

Inevitably, higher energy prices are hitting Italy's balance of payments. The current account could worsen to a L20 trillion deficit this year and L24 trillion to L34 trillion in 1991. Even in the worst case, however, Confindustria expects GDP growth of 2.4 percent this year and 1.6 percent in 1991.

The Bank of Italy's governor puts matters into perspective. "In the worldwide economic slowdown, Italy is placed in an intermediate category, between economies like the United States and Britain on one hand, where slowdown is most rapid, and Japan and Germany on the other, where growth remains sustained," Mr. Ciampi says.

During the 1980s, Italian industry revealed considerable strengths in restructuring and redirecting its energies toward profitable products and markets, giving hope that the current difficulties eventually will be overcome.

David Lane

SHORT-TERM PROJECTIONS

Percentage changes from previous period, seasonally adjusted at annual rate. Real figures based on GDP at 1985 market prices. Italy's fiscal year is the same as the calendar year. The OECD's projections are made in December.

	1989	1990	1991
Demand and output			
Private consumption	3.5	2.9	3.4
Public consumption	2.2	2.3	2.5
Gross fixed investment	5.7	4.2	3.8
Machinery and equipment	7.5	4.9	4.9
Construction	3.5	3.4	2.5
Stockbuilding (1)	-0.1	0.3	0
Total domestic demand	3.6	3.3	3.3
Exports of goods and services	8.9	5.3	5.3
Imports of goods and services	8.8	4.8	5.8
Foreign balance (1)	-0.3	-0.1	-0.4
GDP at market prices	3.4	3.2	3.0
Industrial production	3.1	4.4	3.6
Prices			
GDP price deflator	6.5	5.6	5.4
Consumer prices	6.2	5.5	5.2

(1) Contribution to growth in GDP at constant prices.

Source: OECD Economic Outlook, December 1990

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Insurers Aim for Quality in Competitive Market

Italians are known for their passion for quality, whether the product is clothes, cars or jewelry. This is also true in the insurance sector, say the leaders of three of the country's top 10 insurance companies.

Enrico Randone of Generali, Alfonso Scarpa of La Fondiaria and Giorgio Brinatti of SAI all agree that quality must be present — and understood as such by the customer — if Italian companies are to survive in an increasingly competitive insurance environment.

The reason for the competitive heat is simple: Italy continues to have among the lowest per-capita insurance expenditures in Europe. Spending on insurance premiums equals 2.4 percent of Italy's GNP,

Italians now spend only 2.4% of GNP on insurance

in contrast to the European average of 5.6 percent and an even loftier 9 percent in the United States and Japan. To put it another way, Italians last year spent $351 per person on insurance, compared with Germany's $1,311, Great Britain's $1,118 and France's $947. This insurance lag, combined with a more than 30 percent increase in spending on services by the average Italian family in the 1980s, suggests the considerable potential in the Italian market.

This potential has not gone unnoticed by the rest of Europe. In 1988, 24 percent of the premiums collected in Italy went to foreign insurers, and today that figure is 35 percent of an enticing $25 billion in premiums. More than half of the Italian insurance companies up for sale in the last five years (a total of around 80) passed into foreign hands.

For Italian industry leader Generali, "foreign" is already an outdated term. Although Generali holds a 14 percent share of the Italian market, twice as large as runner-up RAS, it earns 65 percent of its revenue outside the country. With its 1988 premium income of $8.3 billion, it is Europe's fifth-largest insurance company, and its net profit alone equals one-third of the Italian insurance industry's total earnings.

Generali's drive for quality is not based on size, however. According to Enrico Randone, Generali president and dean of Italian insurance executives, winning insurers will be those that continue to improve their organizations, offer excellence in service, communicate with clarity, engender trust, display professionalism and develop a structure with adequate economies of scale. Mr. Randone cautions against using "quality" as simply an exercise in words; to have impact, it must be verified continually throughout an organization.

For La Fondiaria, Italy's third-largest insurer (second if German-owned RAS is excluded), quality is expressed not only through the company's own operations and offerings, but also through its ability to choose appropriate international partners.

Over the last year, La Fondiaria has reorganized its major holdings and consolidated relationships with English, German and French partners. A new source of capital was obtained in late 1989 when a financial group headed by Camillo De Benedetti bought a significant stake in La Fondiaria.

La Fondiaria's CEO Alfonso Scarpa maintains that the companies best equipped to meet the coming competitive challenges are those with good organization and management, flexibility, a marketing orientation and good communications.

Until now, Italian insurers have not been great communicators. In 1988, while Great Britain was leading the EC in spending for insurance communications (about $170 million, 31 percent of the EC's total in this area), Italy was investing only $62 million, or 11.5 percent, well behind second- and third-ranked France and Germany.

So it is not surprising that SAI's director-general Giorgio Brinatti also emphasizes the importance of communications. Quality, he says, comes from clarity of language, enhanced products, intelligent market segmentation and expanded distribution channels. In all of these areas, he suggests, management can make the difference.

All three CEOs rank people over products, not only because a service industry is by nature people-oriented, but because innovation is short-lived in the insurance business. The more appealing and attractive an insurance product, the faster it is likely to be imitated.

The life-insurance sector has not generated a great deal of innovation as yet inasmuch as the sector has been growing so fast on its own momentum. Its five-year annual compounded growth tops 33 percent, and premiums represent one-quarter of all insurance sold, double the amount of five years ago.

Another promising area is health insurance: premiums have tripled since 1984. But because of the generous — and increasingly debt-laden — public-health system, these still constitute only 2.5 percent of total premiums.

Auto insurance represents 40 percent of Italian insurance premiums. Although this is a 10 percent drop from two years ago, the industry as a whole continues to be dragged down by losses in this area. Such losses may stem partly from low rates for basic coverage (a study by the Italian Association of Insurance Companies found that Italy has among the lowest rates in Europe), but they are compounded by increasing claims for fire and theft.

The opening of the European internal market should help correct some of these imbalances as risk is spread over a wider territory. The quest for quality does not stop at the border.

Claudia B. Flisi

Generali executives, from left: Fabio Fegitz; Enrico Randone, president; Eugenio Coppola di Canzano.

Industry: Global Survival Strategies

Continued from Page 7

mass. The strategy most often adopted has been to merge companies operating in similar sectors in order to withstand the onslaught of expected post-1992 competition. At the same time, alliances have been sought with private-sector groups, both Italian and foreign. The strategy has met with only limited success.

The state holding company Ente Nazionale Idrocarburi (ENI), in creating the Enimont joint venture — grouping its own chemicals interests with those of Raul Gardini's Ferruzzi/Montedison — was one of

Industry is looking abroad for acquisitions

the first off the block. Its long-running battle for control of the joint venture has in many ways symbolized both the difficulties involved in public-private joint ventures in Italy and the differences in approach between the two sectors. Whereas Montedison has been quick and aggressive, ENI, divided between competing political interests, has been slow to react — appointments of even top-level employees based on political payoffs are one of the Italian public sector's major problems. The battle for control of the company, which has paralyzed management and made it impossible to tackle many problems, culminated Oct. 20 when the entire Enimont board resigned, leaving the future of the project in doubt.

IRI's attempts at alliance-building with the private sector have also involved difficulties. After lengthy negotiations with Fiat over an alliance between its telecoms subsidiary, Italtel, and Fiat's Telettra unit — a repeat of attempts made in 1988 — Fiat unexpectedly decided on a wider-ranging linkup with the French CGE group.

IRI's internal restructuring has had better results, however. Radar manufacturer Selenia is to merge with IRI's aerospace subsidiary Aeritalia to create Alenia, while steel manufacturer Ilva, which rose from the ashes of the stricken Finsider at the start of 1989, has led a return to profit in the state steel sector. Between 1987 and 1989, steel employment was cut by 25 percent and dropped 41,000 at the start of this year. It is set to fall by another 15 percent.

Ilva remains overly concentrated in the Italian market, with 80 percent of sales made domestically, but management plans to reduce this share over the next three years through an acquisitions program. At home this summer, agreements were reached with two other domestic producers, Marcegaglia and Falck, the latter sealed by Ilva taking a 5 percent stake.

A series of asset-swaps currently under consideration in the state sector would leave IRI concentrating on services — including banking — and on high-tech fields such as arms, telecoms and railways. If political agreement is forthcoming, Ente Finanziaria Italiana Manifatture (EFIM), an industrial public strategic force, would get the basic manufacturing sectors and ENI would be left to look after the hydrocarbons sector.

The strategy that will be adopted by Ferruzzi/Montedison obviously has hinged on the outcome of the Enimont battle. Mr. Gardini on Oct. 18 rejected ENI's conditions for selling him a 40 percent interest in the company. A meeting has been called for Jan. 8 and 9 to consider a capital increase in the firm of up to 8.5 trillion lire, but ENI objects to the meeting, calling it an effort by Montedison to repropose projects previously rejected by ENI.

Montedison's recent announcement that it would acquire 40 percent of Sebay, the holding company of Telemontecarlo (a TV station), plus radio and publicity interests, for a price rumored to be in the billions of lire, perhaps signals one of the areas in which it may choose to increase its presence regardless of the outcome of Enimont.

Olivetti, penalized by the strength of the lira and the weakness of the dollar, factors that have helped U.S. competitors, reorganized two years ago; its "structure is still fluid and undergoing changes," according to a company spokesman. Strategic alliances with Japanese companies have been made in certain areas such as copiers and fax machines, where Japanese expertise has been wedded to Olivetti manufacturing and distribution capabilities. Both Olivetti's president, Carlo De Benedetti, and its CEO, Vittorio Cassoni, have reaffirmed that Olivetti can go it alone in the near to medium term.

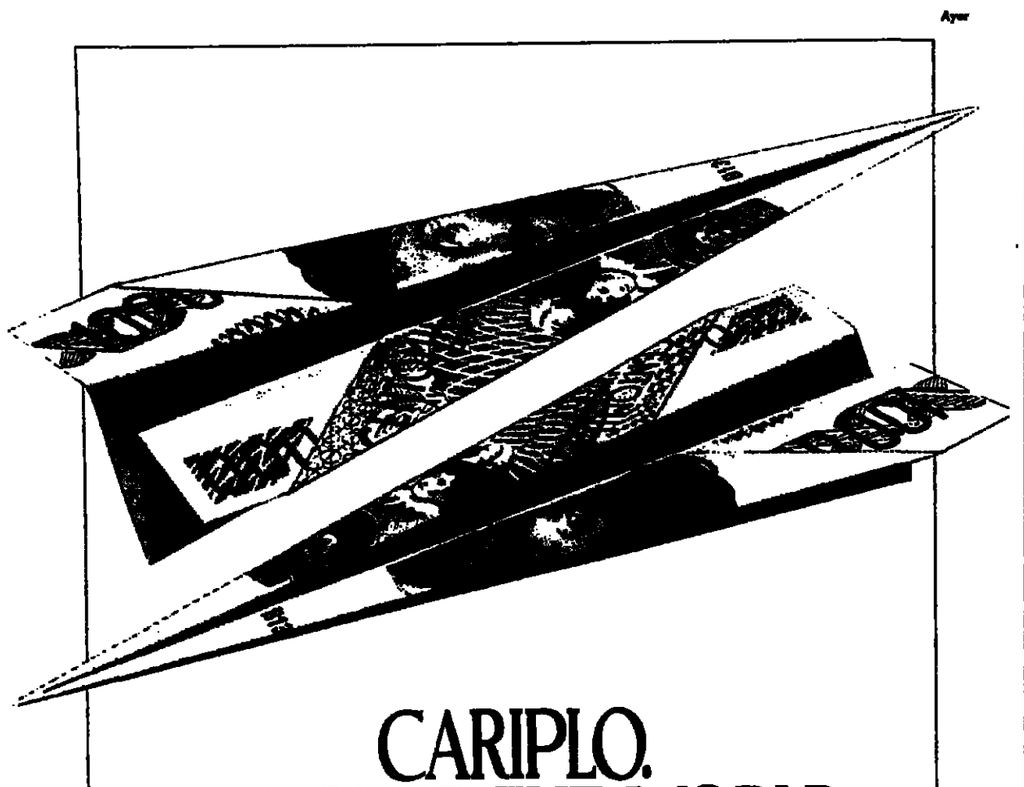
Small- and medium-sized companies are as much a part of the Italian industrial landscape as are giant corporations and form the real industrial backbone of Italy's economy. Long famous for flexibility and keen pricing, Italy's smaller companies are now promoting their high-quality production. Turin-based Stampal has won a contract from quality-conscious Ford Europe to produce light-alloy components for a new motor that will go into production in May 1991. Also in Turin, Fata European Group has been involved in the design and production of a forging plant that will produce components for motors to power GM's Saturn car; Bolognese firm Samputensili supplied grinding machinery for the same project. Quality was the reason for the awarding of all these contracts.

Italy's construction industry is currently extremely fragmented — the largest company, Fiat unit Cogefar Impresit, has only just reached a 1 trillion lire turnover — but the most energetic operators have achieved a considerable amount of internationalization.

Girola, out of annual turnover in the region of 300 billion lire, earns around a third of it abroad from major public works contracts. Italian builders still remain "way behind the other EC countries in terms of size," however, according to Paolo Invernizzi, a Girola engineer.

The construction sector faces "the question of the development of the European transport system, in particular that of Italy's links to the rest of Europe by tunnel," Mr. Invernizzi adds, suggesting a trend toward increasing internationalization of Italian industry that is seen to be the only way the sector can remain globally competitive in the coming decade.

John Glover



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ADVERTISING SECTION

Antiques Fairs Combine Fine Art With Fine Value

The auction-house boom may have peaked, but happily for the well-seasoned — and well-heeled — traveler, antiques fairs are thriving in Italy.

Earlier this year, one more jewel was added to Italy's glittering collection of antiques fairs. Called the Prima Mostra Mercato degli Antiquari Toscani, or First Tuscan Antiques Dealers Fair, it might have gone unheralded as yet another local antiques fair, except the locality in this case was Florence.

With such a distinguished tradition at hand — where the antiques can be anything from Etruscan relics to Renaissance art to 19th-century Macchiaioli paintings — the event became more than parochial. Patricia Schultz, a visiting Italophile from New York, says: "These days I can find Gucci and Ferragamo anywhere, but only at antiques fairs like this do I have the opportunity to pick up a one-of-a-kind souvenir, sometimes of museum quality. The fairs are Italy at its best."

Florence is becoming Italy's antiques capital

The treasures on display at the Fortezza da Basso, the strikingly modernized 16th-century fortress where the fair was held last June, were in fact museum-quality, since some of them were on loan for the occasion from the Museo della Fondazione Horne, one of the most exquisite of Florence's lesser-known private museums.

Pasquale Velona, organizer of the event, is proud of having realized a long-standing dream. "With the crowd we attracted, and the fact that provisions for financing purchases have been made available for the first time through a consortium of banks called Compagnia di Banche Italiane Factor, we hope more people will be able to own the treasures we have in Tuscany," he says.

Italian laws concerning the export of antiques, defined as objects over 100 years old, are still relatively restrictive compared with those in many other countries. They require that permission be obtained from the government regulatory body called the Sovrintendenza delle Belle Arte, a laborious and often fruitless procedure. For less important objects, however, dealers can facilitate the process by providing the proper forms to obtain tax rebates and ease customs duties. Mr. Velona says that Tuscan dealers are "doing their best to harmonize Italian laws with the rest of the EC" by pushing for streamlined legislation.

The antiques business indeed seems to be doing well in Tuscany. Guido Bartolozzi, president of Florence's Associazione degli Antiquari, the dealers' association that sponsors the Mostra Mercato Internazionale dell'Antiquariato, Italy's biennial antiques fair held in odd years at the stately Renaissance Palazzo Strozzi in Florence, reports that last year's 16th edition "continued to break attendance records." If that fair helped establish Florence as the antiques capital of Italy (a role the new Tuscan dealers' fair suported dramatically), its success also inspired a stunning series of similar events throughout the country — from a well-established national fair in Todi each spring to a new fair in Naples.

Florence may be Italy's traditional antiques capital, but Milan is rapidly gaining ground. As with many other businesses in Italy's most entrepreneurial city, antiques are handled in a big way at Milan's international fairgrounds, the Fiera Milano. Last spring, the biennial antiques fair called the Internazionale dell'Antiquariato drew 134 dealers from 10 countries and a record attendance of over 40,000. Freda Carniello, who helped organize the event, says: "We were very happy with the turnout and look forward to similar interest in the Mostra Mercato Antiquari Milanesi." That show, which will consist exclusively of Milanese dealers (who reportedly handle the largest volume of antiques business in the country), will take place in the Palazzo delle Belle Arti ed Esposizione Permanente from November 10 through 18.

One of Rome's most colorful antiques fairs, the Natale a Via dei Coronari, will be held in mid-December. Over the past few years Via dei Coronari, named after the *coronari*, or rosary merchants whose shops once lined the street, has held fairs each May, October and December. The rosary merchants have long since been replaced by antiques dealers, who have placed Via dei Coronari on Rome's antiques map alongside Via Giulia, the most time-honored of the city's antiques venues, and Via del Babuino, where many dealers in antique paintings are concentrated.

Madonna at Tuscany Antiques Fair.

Though most dealers on Via dei Coronari handle 19th-century English furniture, there are many delightful exceptions. One of the most elaborate is La Chiocciola at number 185-186, owned by Anna Maria Quattrini, the president of the Via dei Coronari merchants' association, who specializes in marquetry from many periods and provenances.

Another is La Mansarde, at number 202-203, where the stock consists of well-polished 19th-century Piedmontese furniture, attracting a similarly glossy clientele, including Ivana Trump and Sophia Loren. Other attractive shops along the way are Mario Morisco at number 136-121, which has a rich array of French and Italian Empire furniture; and Zanardelli at 238-241, which offers 18th-century French and Dutch pieces.

Some of Via dei Coronari's spaces are less studied but equally dramatic. Gaggia Marzia, at number 105/A-106-65, has perhaps the largest footage on the street and is filled to the brim with bric-a-brac. Equally crowded, though smaller, is Galleria Coronari at number 50, where the selection consists of an extensive collection of antique mechanical toys, dolls, porcelain, jewelry and timepieces. Metastasio, at number 33-34, is one of the most unusual shops on the street, being almost completely given over to nautical paintings. Owner Marcella Coni calls them "portraits" and offers a veritable fleet of 19th-century paintings of ships from throughout the world.

Dwight V. Gast

Fiera Milano: International Initiatives

The coming year will see at least one significant change at the Fiera Milano, the Milan trade fair facility now in its 68th year. With some 92 fairs held annually, it is the most active such enterprise in the world.

The main event of the Fiera Milano, the Great April Fair, has been revamped and will be called International Fiera Milano Week, to be open exclusively to businesspeople June 11-15, 1991.

The new name reflects a renewed international outlook. Enzo Vicari, president of the Fiera Milano, says: "It is our ambition that, on the now rapidly approaching deadline of the removal of barriers inside the European Community, this fair will be able to exploit its foresightedness and remain the center of the civil comparison among peoples and the economic reality for which Europe is preparing."

Expanded space will have 300,000 square meters

Within Europe, several new offices representing the Fiera Milano abroad opened last year; Brussels, Zurich, Amsterdam, London and Madrid were added to the foreign cities coordinating the fair's activities. There are also offices as far afield as Whitehouse, New Jersey (the first to open, in April 1986), Cologne, Bombay and Paris.

International representation at the Fiera Milano itself extends well beyond Europe. In the fair's Center for International Cooperation, many foreign countries have year-round trade offices dispensing information on trade, investing, tourism and culture.

Participants reflect the Fiera Milano's increase in international activities. Earlier this year, Mr. Vicari signed an agreement with VDNH, the Soviet trade fair organization, which laid the groundwork for an Italian machinery exhibition (called Stankotek 91) to be held in Moscow next spring, with further exchanges to follow. Other international initiatives on the part of Fiera Milano include industrial partnership assistance in Latin America and technical assistance with the Lima Trade Fair in Peru, collaboration with the Maghreb Common Market and an agreement with the Budapest-based trade fair association Hungexpo.

The fairgrounds also host an office of the U.S. Foreign Commercial Service, which not only provides information about the United States to fair visitors, but also reflects an increased interest on its part in Italy. A report prepared last year by the American Embassy in Rome praised Italy's expanding economy, the fastest-growing of all European countries, with a gross domestic product increase of nearly 4 percent in recent years and a consumer demand increase of 4.3 percent. "With its healthy growth in industrial production, Italy should prove an attractive market for U.S. firms," the report says.

The report continues: "AT&T's recent joint effort with Italtel, the Italian telecommunications company, should offer opportunities in the years to come for U.S. companies to capitalize on Italy's planned $28 billion program of telecommunications modernization."

Michael A. Delia, president of Delia Associates, Fiera Milano's representatives in North America, says: "Even now there are a number of American products making inroads abroad. For example, one fair recently saw U.S. fashion jewelry take off in Europe, while the market was flat at home."

To handle its anticipated increase in activity, the Fiera Milano is currently in a phase of expansion. In addition to the long-established main fairgrounds located within the city of Milan and the South Pavilion in the nearby town of Lacchiarella, a huge project has recently been approved to modernize and expand the main fair facility. Called the Portello exhibition site, it will consist of a new pavilion covering almost 100,000 square meters (around one million square feet), with two separate exhibition levels connected directly to the main facility. This will bring the total exhibition space of the fair to 300,000 square meters.

Entrance to Fiera Milano's exhibition halls.

Highlights of the first part of the 1991 season include the following fairs: CHIBICAR, the world's largest jewelry fair, and CART, fine paper and school supplies, January 17-21; MACEF PRIMAVERA, the world's largest gift fair (including ORO ARGENTO, fine jewelry), February 8-11; MIFLOR, floriculture, flowers, accessories and equipment, February 22-25; MIAD, confectionery, candy and bakery products, including machinery and equipment, May 4-7; STAR, textiles for home and office furnishings (bed, bath and linen, upholstery, home fabrics), May 16-19; CIBIDUE, the fashion jewelry fair, June 7-10; Fiera Milano International Week, June 11-15; BORINTEC, international cooperation, development and investment exchange, June 11-15; and MARCO POLO, a world convention of trading companies, June 11-15.

Interested parties are invited to contact Direzione Manifestazioni, Fiera Milano at Largo Domodossola 1, 20145 Milan, Italy; tel. 49971, telex 331360 EAFM I and 332221 EAFM I, fax 4997375.

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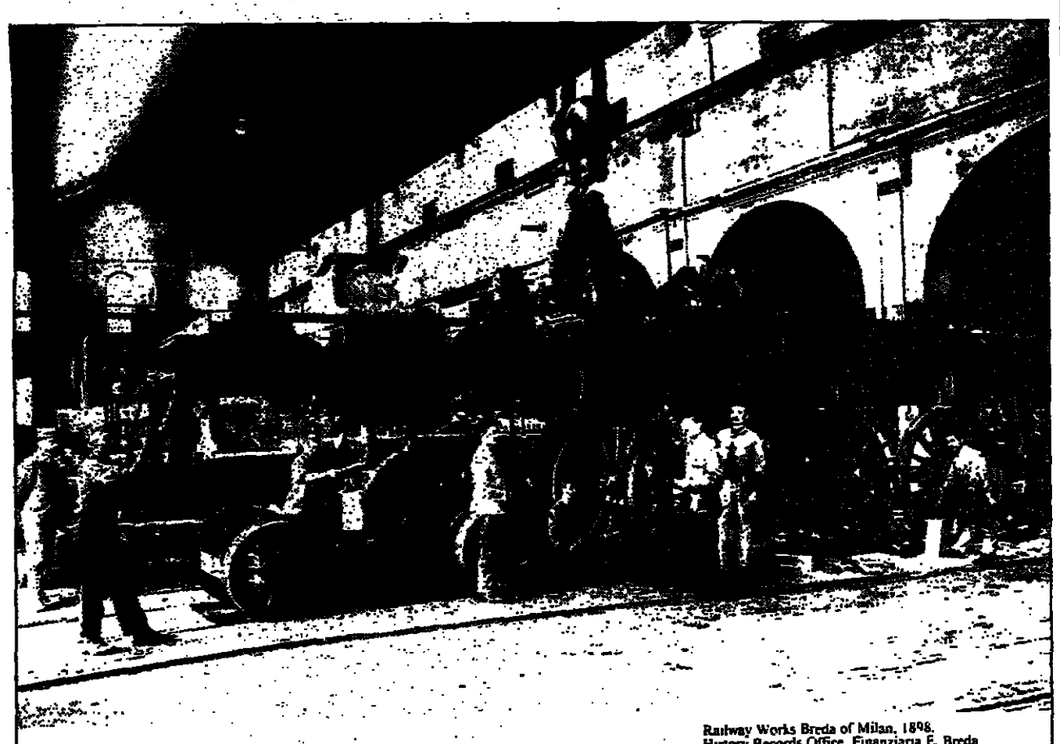

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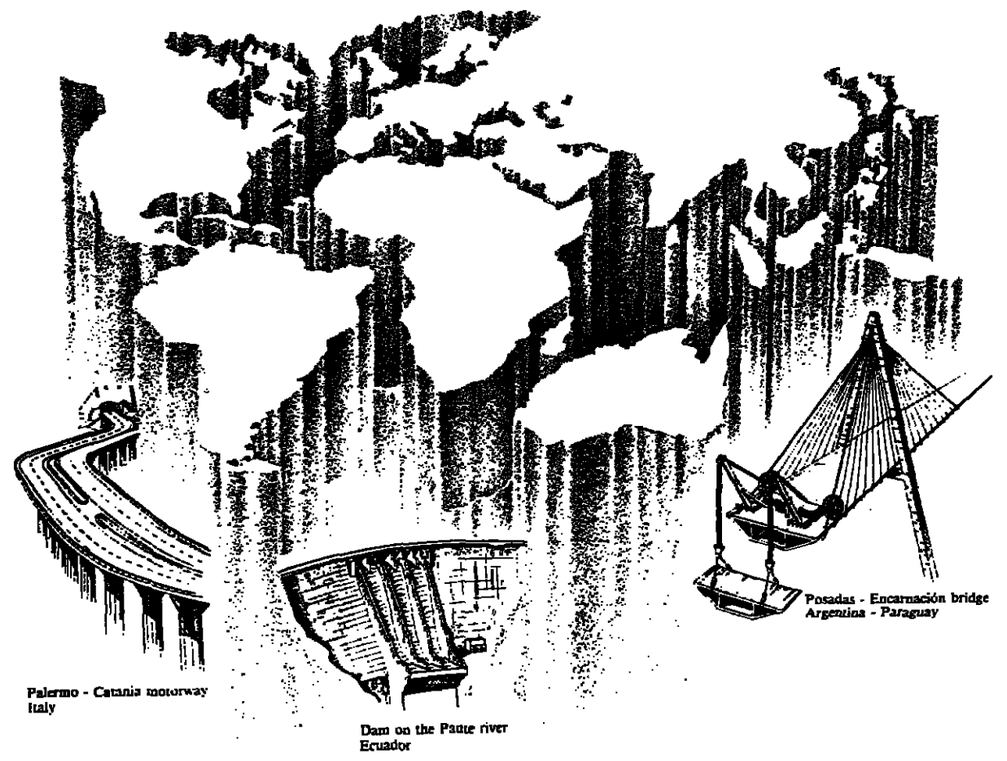

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Tourism Industry Turns to Spas and the South

In the wake of the billions of lire invested in Italy on the occasion of this past summer's World Cup soccer championships, promotion of the country's tourism industry is stronger than ever.

Ippolito Vincenti Mareri of Ente Nazionale Italiano Turismo (ENIT), the Italian state tourist office, says that "although the World Cup did not have a major impact on the kind of tourism we usually have in Italy, it did help to build up the infrastructure and many services for tourism."

Mr. Mareri says that in preparation for the event, held in a dozen cities throughout Italy last June and July, hotels were refurbished and

High-speed 'Pendolino' trains cutting travel time

expanded, highways and connecting roads were upgraded, traffic was expedited within the cities, and monuments were given facelifts. "Of course, restoration is an ongoing process in a country that holds three-fifths of the world's art treasures according to UNESCO," Mr. Mareri points out, "but improvements for this year were nothing short of dramatic."

The major restorations completed this year were of the 16th-century ceiling frescoes by Michelangelo in the Sistine Chapel at the Vatican and the 15th-century frescoes by Masaccio, Masolino and Filippino Lippi in the Brancacci Chapel at the church of Santa Maria del Carmine in Florence. Current projects, scheduled for completion soon, include Michelangelo's Last Judgment fresco in the Sistine Chapel and the 15th-century frescoes by Piero della Francesca in the church of San Francesco in Arezzo.

Not only are Italy's historical treasures being cared for, but also its infrastructure. The country's transportation system, both domestic and international, is being modernized and increasingly linked with other global players.

Within the country, Ferrovie dello Stato (FS), the Italian state railway, has added a number of services. A new train station connecting Rome's Leonardo da Vinci airport at Fiumicino with the heart of the city at Ostiense was opened this past summer, cutting the trip down from about an hour on the crowded highway to about 20 minutes by rail. On Aug. 1, final rail links became operative for Italy's high-speed trains. Officially designated ETR 450, they are affectionately known as Pendolino (Little Pendulum) trains, because their streamlined bodies have been designed to tilt gently in order to minimize the forces of gravity as the trains round curves.

DWIGHT V. GAST

A picturesque balcony at Lecce.

Fourteen of the marble-colored, crimson-striped Pendolino trains now run between Rome and Milan, Turin, Genoa, Venice, Naples and Bari, also stopping in such major cities as Florence, Bologna, Pisa and Padua. They are all first-class, as evidenced by the airline-style blue-gray decor, complimentary newspapers and food service, and meticulously groomed attendants. The similarity to air travel stops there, however. Some seats (the single row in each car) swivel to take in panoramic views of the Italian countryside, and the Milan-Rome train can actually take less time going from city center to city center — just under four hours — than air transport. Top speed on the Pendolino is 155 miles per hour, averaging 102 mph. The success of the ETR 450 has blazed the trail for the ETR 500, with a top speed of 186 mph, scheduled to be on the Milan-Rome track by 1992 and to complete the run in around three hours.

The representative of Italian state railways abroad, the government-owned Compagnia Italiana Turismo (CIT), Italy's largest travel agency, continues to provide the widest selection of packages. They range from 18-day, fully escorted comprehensive itineraries to sightseeing tours within individual cities; the company also sells a variety of rail passes and car-rental packages. Maria Pangallo, supervisor of CIT in North America, says: "Unlike most other tour operators in Italy, CIT prides itself on its ability to tailor individual programs. We can arrange for anything from last-minute opera tickets to a private car and guide." Further information about CIT programs may be obtained from its main office at Piazza della Repubblica 68, 00185 Rome; tel. 06-47941, telex 626297 CITROM, fax 06-4794348, or through CIT representatives around the world.

Visiting motorists in Italy stand to benefit from a new program offering a 25 percent discount on gasoline, currently among the world's priciest at about 1,600 lire a liter ($5.39 per gallon). Sponsored by ENIT and the Automobile Club Italiano, it consists of gas coupons sold at airports in Milan and Rome to those who rent cars, redeemable at Automobile Club Italiano offices throughout the country.

Beyond its borders, Italy's national airline, Alitalia, is working with an unprecedented number of other international carriers. On Sept. 27, a bilateral agreement was signed with the United States granting new transportation privileges to both countries. On Oct. 29, Miami was added as a gateway to the United States (other cities are Los Angeles, Chicago, Boston and New York), and U.S. Air is to coordinate connecting flights between Alitalia gateways and other U.S. cities. Also, while Pan Am and TWA both fly from the United States to Italy, three more U.S. carriers, as yet unspecified, will be allowed routes to Italy beginning in 1991.

Alitalia has worked out similar arrangements with the Spanish carrier Iberia to Mexico, and has had its services in Paris at Charles-de-Gaulle airport upgraded by being transferred to Terminal 2, the airport's most sophisticated terminal.

Mr. Mareri says that ENIT is now making a concerted effort to promote the country's health spas. "We've always had them, since the time of the Romans," he says, "but since Italy is the only country in the world besides Germany and Japan with over 300 such facilities, it's an asset of which we'd like people to be aware."

Many are already aware of the country's most famous spas, Abano, in the Veneto, offers mud therapy and the attractions of nearby Padua, Rovigo and Venice. Salsomaggiore, in Emilia, is known for its iodine-water cures and its proximity to the historical towns of Fidenza and Parma. The sulphate waters of Montecatini, in Tuscany, are among the best-known in the world, and the elegant facilities of its spa are within visiting distance of Lucca, Pisa and Florence. The blue-green thermal waters of Saturnia, in southern Tuscany midway between Rome and Florence, flow amid such luxury amenities as sports facilities, upscale rustic dining and a first-class hotel. Ischia offers some of the most varied waters — sodium chloride, bicarbonate, sulphates, bromine, iodine — in an enchanting island setting in the Gulf of Naples. Acireale offers the beneficent effects of volcanic Mt. Etna in Sicily, not to mention the archaeological and touristic pleasures of nearby Taormina.

Mr. Mareri also says that the government is putting the bulk of its funds into promoting the south of Italy, an area he says is "less well-known abroad but no less rich and varied than the north of the country." He says that some 60 percent of the budget will be spent on the south, known as the Mezzogiorno.

The splendors of the Mezzogiorno have long been appreciated by Italians and discerning travelers. The region of Campania boasts the scenic Amalfi coast and the isles of Ischia and Capri, as well as the ancient sites of Pompeii, Herculaneum and Paestum and the faded Baroque exuberance of Naples. Calabria contrasts rugged mountain country with dramatic beaches and offers historical cities at the ancient archaeological site of Locri and the medieval towns of Altomonte and Rossano, as well as an extensive medieval quarter in Cosenza.

Apulia's treasures range from ancient Greek relics at Taranto to Romanesque cathedrals around Bari to the Baroque buildings of Lecce to the beehivelike stone dwellings called *trulli* at Alberobello, not to mention spectacular white beaches and the natural wonders of the Gargano peninsula and the caves of Castellana Grotte. Basilicata has its archaeological site at Metapontum as well as still-inhabited cave dwellings at Matera.

Sicily's attractions include Greek temples, Arab-Norman cathedrals and Baroque palaces. Sardinia is famed among jet-setters for its white coves of beaches, but its starkly varied interior dotted with stone structures called *nuraghi* have yet to be discovered by outsiders.

As an added incentive, Sicily has passed a law that allows groups of at least 20 returning emigrants who hold Italian passports discounts of 70 percent on trips of between seven and 14 days to the island. Interested parties are invited to contact the Azienda Turismo Palermo e Monreale, Via Belmonte 43, Palermo, Sicily; tel. 091-540122, telex 910243 AATPA 1, fax 091-540425.

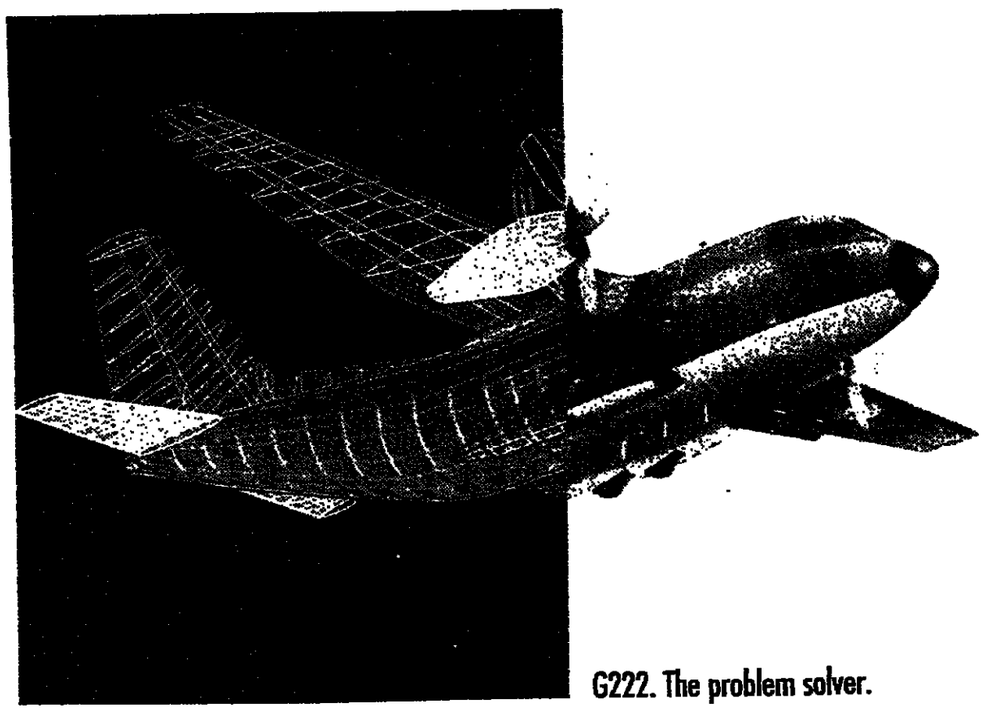
"But you don't have to be Italian to take advantage of one of the biggest discounts in Sicily and throughout the Mezzogiorno — the gas coupons," Mr. Mareri adds. "The farther south you go, the larger the discounts you get. The coupons apply to 150 liters (39.6 gallons) of gas in the north, 200 liters in the central region, 300 in the south, and 400 on Sicily and Sardinia. That's a substantial savings in those areas, which are already a travel bargain to begin with."

B.G.

DWIGHT V. GAST

Antique statues are a feature of the landscape throughout Italy.

A E R I T A L I A.



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Conceived as a military transport aircraft, the G222 has proven a superb multirole capability. Built by Aeritalia's Transport Aircraft Group, the G222 features a modular internal design which allows it to handle the sharp end of any situation. Its roles include patrol, rescue, firefighting, supply airlift, medical evacuation, photography and flight inspection. Such flexibility is made possible by the G222's strength. It is easy to fly, easy to service and inspect, easy to turn around. It can carry a 9000 kg payload using short, rough strips even tracks. It can deliver loads at minimum heights over hostile terrain. Advanced systems allow the G222 to operate in bad weather and indipendent of ground assistance. Low maintenance costs and excellent fuel economy make the G222 the most cost effective aircraft in ist class. For these reasons, the G222 flies the skies of seven nations. And as your requirements evolve, so does the G222.

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D Y N A M I C S Y S T E M.

Toward Greater Energy Independence

Continued from Page 7

ENI's gas company, SNAM, utilizes gas sources within Italy as well as those of the U.S.S.R., the Netherlands and Algeria to meet this growing demand. Italy now holds the vice presidency of the International Gas Union, and will hold its presidency from 1992 to 1994.

ENI's oil product involvement is even greater. ENI's Agip has responsibility for finding and/or buying oil to meet Italy's needs, and AgipPetroli handles more than 32 percent of the country's gasoline refining and distribution. In addition to the energy field, ENI has a mandate to develop the national capability in chemicals.

This objective was given impetus last year with the merging of Enichem and private-sector company Montedison to create the $11 billion colossus Enimont. A long-running battle between the public sector and private shareholders over control of the company, however, culminated on Oct. 20 with the resignation of the entire Enimont board, and the future of the endeavor is questionable.

ENEL, the Ente Nazionale per l'Energia Elettrica, supplied more than 87 percent of Italy's electricity needs in 1989. Such needs represent almost 33 percent of the country's energy consumption and, like gas, are destined to increase. ENEL Chairman Franco Viezzoli points out: "By the year 2000, it is indispensable that our country be structurally independent in electric energy." To that end, the company spends more than $250 million a year on research and is developing projects in wind power, solar energy, geothermal heat and vegetable biomass. All power plants and projects are bound by strict antipollution laws.

In the meantime, ENEL must satisfy some of its electricity needs by purchasing power from abroad. In 1989, it bought almost 34 billion kilowatt-hours from neighboring countries, particularly France, which generates three-fourths of its electricity from nuclear power plants. Nuclear energy has been absent from Italy since a 1987 referendum on the subject prompted by the 1986 explosion at Chernobyl.

ENEA, which was Italy's nuclear energy agency at the time, has subsequently devoted increasing attention to alternative energy sources that are environmentally acceptable. But the quest for an inherently safe nuclear power plant continues. Last month, a proposal jointly developed by ENEA, ENEL and ENI was presented to a United Nations group working on "passively safe" nuclear plants.

Carlo Mancini, responsible for nuclear projects within ENEA, explained that the criteria for "passive safety" are complete containment of any radiation that might result from a possible fusion of atomic materials in a plant; sufficient protection to eliminate the need to evacuate a nearby population in case of emergency; and an "extremely low" probability of an accident — one accident in 10,000 years among 100 nuclear power plants.

The international development of such a plant might begin within a few years' time, but ENEA Chairman Umberto Colombo does not expect energy returns from nuclear fusion in Italy until 2025 or later. Until then, the resourcefulness of the public and private sectors will continue to be tested.

C.F.

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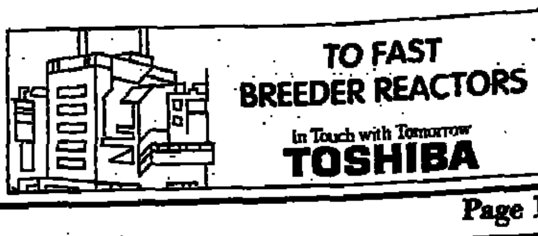
International Herald Tribune

BUSINESS/FINANCE

** MONDAY, NOVEMBER 5, 1990



EUROBONDS

Conflicting Rate Moves Darken Market Outlook

By Carl Gewirtz
International Herald Tribune

PARIS — Disparate moves in U.S. and European interest rates undermined the dollar last week and immobilized the international capital market. Investors and issuers, long wary about a shooting war in the Middle East, now have another reason for sitting on the sidelines: fears that the U.S. rate cuts and the German increase were just the opening gambits of a move by policy makers in opposite and conflicting directions.

That appeared to be the view in the foreign exchange market, where the dollar lost a two-week fight to rally off its floor and slipped to a record low of 1.4930 Deutsche marks in New York Friday before closing at 1.4938 DM.

For technical analysts, the dollar's fall below 1.50 DM signals continued and accelerating weakness. Simon Crane, head of Crane Investment Analysis in London, sees the next stop at 1.4840 DM.

Unless the budget is tightened, German rates will go higher.

Although most analysts concur that the dollar is already cheap and undervalued by 10 to 15 percent in terms of what it can buy, they also warn that once the weakness accelerates the dollar could overshoot, possibly to the range of 1.35 DM to 1.40 DM before starting to recover.

The critical chart point signaling a breakdown of the dollar in other markets, says Mr. Crane, is 128.50 yen and 1.2690 Swiss francs. The dollar closed Friday in New York at 127.70 yen and 1.2605 Swiss francs.

The main factor driving exchange rates appears to be the view that the interest rate adjustments seen last week are likely only to be the first of a series.

The U.S. easing and the German firming of rates "are only the first step," says John Lipsky, London-based analyst for Salomon Brothers Inc. "The moves represent down-payments on policy actions likely to be coming through over the coming months. The essential point," he adds, "is that shifts in interest rate differentials are not over and this means continued volatility in foreign exchange rates."

FRIDAY'S ECONOMIC NEWS of falling U.S. employment and a continuing decline in the index of leading indicators underscored this view as the data appeared to confirm that the United States is entering a recession — a development that would oblige the Fed to continue cutting interest rates.

The extent of the dollar's weakness was a surprise. Normally the dollar firms on Fridays as traders, wary of war erupting while markets are shut, close out positions and go flat over the weekend.

But news that President George Bush intends to spend the Nov. 22 Thanksgiving holiday with U.S. troops in Saudi Arabia was taken as a signal that there would be no outbreak of war while he was in the area — making it safe for speculators to sell the dollar.

The fundamental weakness in the currency is the low and declining rate of interest. Short-term dollar interest rates currently are ¼ point below what can be earned in holding yen and up to a full percentage point below German rates. On longer term investments, the disadvantage widens sharply after discounting the expected rate of inflation.

This so-called "real return" currently shows 10-year dollar bonds yielding 3½ percent compared to 4¾ percent on yen bonds and almost 5 percent on Deutsche mark paper.

And many analysts believe that the interest rate advantage in holding mark paper will widen if the Bundesbank follows through on last week's "technical" adjustment in the Lombard rate and allows other interest rates to rise.

The Lombard rate, an emergency facility, is what the central bank charges on collateralized loans to commercial banks. At 8 percent, the Lombard rate was often below money market rates and to re-establish the penalty element in using the facility the Bundesbank last week raised the rate to 8.5 percent.

Money market rates also shot up, but subsequently fell back to 8 percent after the Bundesbank announced plans to provide liquidity to banks at a fixed-price this week of 8 percent. Normally, these repurchase tenders are done at variable rates with banks submitting numerous bids at various rates.

But with 22 billion DM of repurchase agreements maturing this week, banks know they will be paying 8 percent and the only question is how much of their demand for cash the Bundesbank will be willing to fulfill. The assumption in the market is that the central bank will continue to move to keep money market rates from rising at least until early next year.

"All the Bundesbank has to do is move from a fixed-rate tender

See BONDS, Page 17

U.S. Brokers Pressed by Deal Drought in Tokyo

By James Sterngold
New York Times Service

TOKYO — The startling news that Matsushita Electric Industrial Co. was negotiating to buy MCA Inc., the movie-maker, hit American securities houses here recently like a thunderstorm after a drought.

Deal-parched investment bankers focused not on the proposed buyout's meaning for an ailing America or a Hollywood starry-eyed for Japanese money, but on one detail: Matsushita had not yet hired a financial adviser.

"Every carpetbagger with a suitcase has been to Osaka," said one banker, referring to Matsushita's hometown.

The unseemly scramble to get into the MCA megadeal was a sign of the times in Tokyo, where such multibillion-dollar transactions, with their multimillion-dollar fees, have been far rarer than most Americans expected.

Every part of the securities business here, in fact, has turned out to be more difficult than billed.

American firms have established beachheads in such areas as securities and options trading, and they have generally enjoyed greater success in Japan than Japanese firms have on Wall Street. But progressing into the rich heartland of corporate Japan is still a distant dream.

Under American pressure, some regulatory barriers have been removed, such as a bar on foreign members in the stock exchange and in the syndicate that distributes government bonds.

The intricate cultural and financial links joining Japanese banks, securities firms and corporations have made Japan tough to crack, however.

Most important, the flood of Japanese capital pouring into the United States and other foreign markets, the largest such outflow in history, has slowed, perhaps to less than $80 billion this year, compared with $137 billion in 1987.

Brokering that trans-Pacific movement of capital was to have been the core of the firms' business here. The plunge in the Japanese markets in this troubled year has also set back efforts to expand.

"This has been a transition year," said Randy A. Harris, president of Merrill Lynch Japan. "Everything that was so strong before has changed."

Indeed, with the roaring boom of the 1980s having come to a screeching halt back home, anxious Wall Street firms are trying harder than ever this year to turn their Japanese operations into key profit centers. It simply is not happening as quickly as many would like.

The disappointment follows the overly optimistic projections of some executives five years ago, who imagined that "globalization" really meant most world markets would look more and more like Wall Street, where they enjoyed unassailable advantages.

Because the markets here have remained stubbornly Japanese, the major American firms have been forced to temper their global ambitions and rethink what being "international" means, a process hastened by Tokyo's harder times.

The slice of the Japanese markets really accessible to the foreign firms is still small, which means the competition for those modest spoils is keen.

"There are a lot of people chasing the pot of gold here," said Maynard Toll, the newly named president of a revamped CS First Boston (Japan) and one of the few top American executives who speaks the language and has some background in the country.

"One of my biggest jobs is going to be managing the expectations of the people in New York and Europe about the potential here."

Evidence of the new order of diminished expectations is everywhere:

- With business slow, the heads of the merger departments here for CS First Boston, Shearson Lehman Brothers Inc., Salomon Brothers Inc. and Merrill Lynch have either left recently or plan to do so soon.

The most surprising news was the recently announced departure of Toby S. Myerson, head of Wasserstein, Perella & Co.'s Tokyo office and a Japan specialist who arrived with great fanfare just one year ago.

"Anybody who thought they were going to come here, make some big fireworks and then return home didn't understand this business from the beginning," Mr. Myerson said.

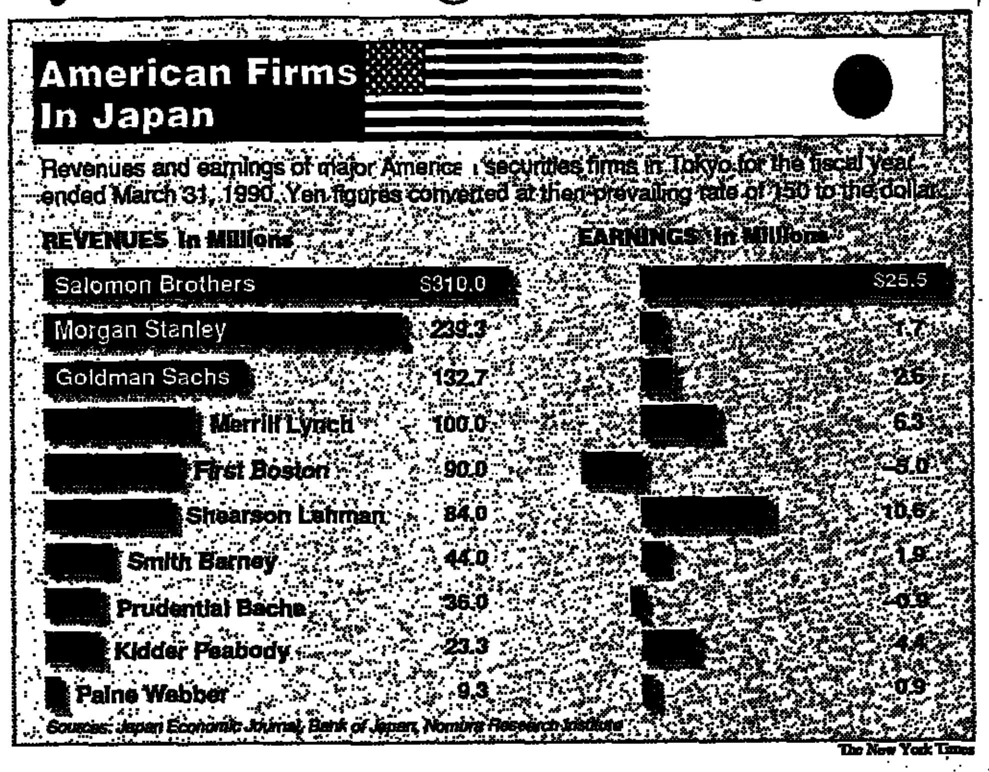
- The market in Japanese stock warrants — options that give the right to purchase shares at a fixed price by some date in the future — has all but dried up since the Tokyo stock market began a steep slide.
- Japanese purchases of American stocks and bonds have dropped. In fact, Japanese investors were net sellers of $8.9 billion worth of American securities in the first half of 1990, a dramatic reversal from their purchases of $17.4 billion worth in the second half of last year.
- Even some seeming boons have turned sour for the American firms. When the Tokyo stock market exploded out of its lethargy several weeks ago for its largest-ever one-day gain, the stock index futures market shut down for two sessions because circuit-breakers were tripped.

That cut off program trading, which had been a major moneymaker for some.

To be sure, all the American firms insist they will continue to ply the takeover trade actively here, and Mr. Myerson, who will not be replaced for the time being, said he was leaving because he wanted to return to practicing law.

But his move was still taken as a potent symbol of the disappointment many clearly feel.

Added John Ehara, a partner in the merger department of Goldman Sachs & Co., one of the more successful here: "This is a very tough climate and, if you have a short-term view, you won't focus on M&A now. But in the long-term, it will be important."



The New York Times

Murdoch TV Deal Cuts Debt

Merger Raises Ire Of U.K. Officials

By Laura Colby
International Herald Tribune

The planned merger of Rupert Murdoch's Sky Television and its rival, British Satellite Broadcasting, "takes tremendous pressure off" Mr. Murdoch financially, the investment banker who arranged the deal said Sunday.

But the merger of the two loss-making television stations, unveiled late Friday, has raised the hackles of both Britain's Independent Broadcasting Authority, which complained that it had not been consulted, and of the opposition Labor Party, which said it would urge the government to block the deal on antitrust grounds.

"This arrangement creates a dangerous monopoly, especially as the principal partner already controls 35 out of every 100 newspapers which are published every day in the country," said Robin Corbett, Labor's broadcasting spokesman, referring to Mr. Murdoch's News International Corp.

Mr. Murdoch brushed aside the objections from Labor. "The fact is they hate the idea of a competitive society and it is only companies like ours that have the guts and the strength to risk everything in building a competitor to the existing monopoly," he told Sky TV.

Because it broadcasts from Luxembourg, Mr. Murdoch's station has been exempt from a U.K. law that prohibits owners of newspapers from owning more than 20 percent of a television channel. Under the deal announced Friday, Mr. Murdoch will own 50 percent of the merged station, while BSB's shareholders will own the rest.

But John J. Veronis, the investment banker, said that since the merged channel — to be called British Sky Broadcasting — would also broadcast from the Luxembourg-owned satellite, it should also be exempt from the U.K. provision.

Mr. Veronis, the chairman of the communications investment banking firm Veronis, Suhler & Associates in New York, declined to comment on analysts' reports that the transaction involved a substantial cash payment to Mr. Murdoch. But he said that the merger "takes tremendous pressure off Mr. Murdoch in financial terms."

Mr. Murdoch's companies have debt estimated at $8.7 billion, and he has been widely rumored to be planning some asset sales. Sky TV alone has piled up losses of more than $600 million since its start-up in February 1989. Although it has over one million British subscribers, Sky is not expected to break even until after 1992.

Rival BSB, which has about 117,000 subscribers, is estimated to have lost $900 million since it began broadcasting in April.

Mr. Veronis said that he had first suggested the merger last spring to BSB and Mr. Murdoch, for whom he has worked in the past. The companies had invested some $2.5 bil-

See SKY, Page 17

France to Subsidize Citroën Deal in China

Reuters

BEIJING — France will provide a subsidy of two billion francs ($396.9 million) to the carmaker Automobiles Citroën SA to build cars in China, the French Embassy said Saturday.

Citroën will build a new car model with its Chinese partner, No. 2 Automobile Works, in Shiyan in the northern Hubei province, the embassy said. The venture hopes to increase production to 150,000 cars annually by the year 2000, the official said.

Citroën will sign an agreement with its Chinese partner soon, the official said. She could give no further details. A spokesman for Citroën, a division of Peugeot SA, was unavailable for comment.

The project will match one by Volkswagen AG, which earlier this year announced plans for a 150,000 car capacity venture in the northern Chinese city Changchun. It expects to reach that capacity by 1996.

■ European Market

The first model produced by the Citroën-Chinese venture will enter the European market next year, Agence France-Presse reported from Beijing.

Production would be increased in stages, the company said, without specifying when it would begin.

The announcement came during a news conference of 30 top French business leaders, here to express their willingness to develop trade with China.

Their visit follows the European Community's lifting two weeks ago of economic sanctions imposed on China following its brutal crackdown on student-led democracy protests on June 4, 1989.

News reports said that the French government had agreed in principle to finance the project nearly a year ago but was prevented from taking action by the economic sanctions.

Two factories will be specially built to house the venture. Assembly workshops will be located in Wuhan, a steel-manufacturing area in central China. Engines, transmissions and axles will be manufactured in Shiyan, 250 kilometers (150 miles) away.

Beijing Plans More Loans for Foreign Firms

Compiled by Our Staff From Dispatches

BEIJING — The Bank of China plans to extend loans worth 400 million yuan ($84.7 million) to foreign-funded companies in the coming months, in addition to its 1990 lending program, an official newspaper reported on Sunday.

The special funds are to be used for capital construction and expansion projects, as well as equipment imports, the official China Daily said.

It said the bank, which specializes in foreign exchange business, was conducting loan investigations, and that the first allocations would reach borrowers by the end of this year.

One of the beneficiaries, it added, was the Sino-French automaking joint venture, Guangzhou Peugeot Automobile Co.

Foreign companies, like Chinese concerns, have been pinched by an austerity campaign that began in September 1988 and was aimed at cooling inflation. Price rises have slowed markedly since then, but the economy went into a steep tailspin. *(AFP, Reuters)*

British Industry Attacks Thatcher on Europe

Reuters

GLASGOW — Britain's industrialists joined mounting criticism of Prime Minister Margaret Thatcher's European policy on Sunday, attacking her opposition to a single currency for Europe.

"We believe in economic and monetary union and we believe in the long run in the desirability of one currency because of the full benefit it will give consumers," said John Banham, director-general of the Confederation of British Industry.

The CBI president, Sir Brian Corby, said industrialists wanted the government to make a long-term commitment to one European Community currency.

They were both speaking at a news conference in Glasgow before the opening of the CBI's annual conference on Monday.

The CBI's concern at Mrs. Thatcher's dismissal of a single European currency was clear, but Mr. Banham said she was right to ask questions about the way Europe was developing.

"The prime minister is raising questions about the nature of the Europe we are all trying to build and these questions are very widely shared by the business community in the United Kingdom," he said.

Neither Sir Brian or Mr. Banham would be drawn into direct comments on the relative merits of the European stances of Mrs. Thatcher and Michael Heseltine, her potential challenger for leadership of the ruling Conservative Party.

Mr. Heseltine issued an open letter criticizing her policies on Saturday before leaving on a private trip to the Gulf.

It was the latest dose of bad news for Mrs. Thatcher after the resignation of her deputy prime minister, Sir Geoffrey Howe, on Thursday in a row over Europe and opinion polls showing most British voters want her to resign.

Foreign Secretary Douglas Hurd dismissed Mr. Heseltine's attack and insisted the cabinet had no disagreements over Europe. But he said the government opposed a single EC currency.

Mr. Hurd told British television the government was not saying there would never be a single currency but it was extremely unlikely to happen in either his or Mrs. Thatcher's lifetime.

CURRENCY RATES

Cross Rates

Nov. 2

	$	£	D.M.	F.F.	Lira	D.Fl.	B.F.	S.F.	Yen	C$	Peseta
Amsterdam	1.6856	3.284	1.1279	0.3361	0.1502 *	—	5.46 *	1.3320	1.3157 *	1.452	1.792 *
Brussels	30.9325	60.345	20.587	6.135	2.7407 *	18.256	—	24.326	0.2481	26.51	32.728 *
Frankfurt	1.4985	2.920	—	0.2979	0.1332 *	0.8867	4.858 *	1.1874	1.167 *	1.2877	1.588 *
London (a)	1.9546	—	2.9180	9.9460	2,263.00	3.2863	60.32	2.4865	251.86	2.2751	184.34
Madrid	94.581	184.78	63.97	18.76	8.383 *	55.845	3.06	74.37	73.675 *	81.13	—
Milan	1,128.50	2,203.70	751.25	223.88	—	666.36	36.532	888.74	8.782	971.80	11.926
New York (b)	—	1.9585 a	1.4938	5.0135	1,124.80	1.6845	30.745	1.2605	127.70	1.1646	93.995
Paris	5.829	9.84	3.3568	—	0.4449 *	2.9782	0.1631	3.9055	3.916 *	4.3138	5.321 *
Tokyo	128.45	252.17	85.21	25.71	0.1152	74.44	4.1580	101.59	—	111.18	1.3787
Toronto	1.1667	2.2585	0.7798	0.2234	1.037 *	0.692	3.782 *	0.924	0.9171 *	—	1.234 *
Zurich	1.2745	2.4840	0.8449	0.2522	0.1129 *	0.7527	4.133 *	—	0.9866 *	1.0949	1.3471 *
1 ECU	1.3723	0.7087	2.056	6.9819	1,545.54	2.3186	42.2349	1.7414	176.476	1.5984	129.544
1 SDR	1.4291	0.7224	2.1408	N.Q.	1,603.84	2.44	44.515	1.982	186.363	1.6612	134.863

Closings in London and Zurich, fixings in other centers. New York closing rates. Toronto rates at 3 p.m.
*a: To buy one pound; b: To buy one dollar; *: Units of 100; N.Q.: not quoted; N.A.: not available.*

Other Dollar Values

Currency	Per $	Currency	Per $	Currency	Per $	Currency	Per $
Argen. austral	5445.0	Greek drac.	152.00	Mex. peso	2921.00	S. Afr. rand	2.5355
Austral. $	1.2737	Hong Kong $	7.7945	N. Zealand $	1.6363	Soviet ruble*	0.5542
Austr. schill.	10.59	Indian rupee	18.181	Norw. krone	5.857	Swed. krona	5.598
Brazil cruz.	103.37	Indo. rupiah	1868.81	Phil. peso	27.72	Taiwan $	27.78
Chinese yuan*	4.72	Irish £	0.5591	Port. escudo	132.20	Thai baht	25.07
Danish krone	5.757	Israeli shek.	1.971	Saudi riyal	3.75	Turkish lira	2744.00
Egypt. pound	2.7935	Kuwaiti dinar	n.a.	Sing. $	1.7055	UAE dirham	3.6725
Fin. markka	3.575	Malay. ring.	2.6999	S. Kor. won	714.40	Venez. boliv.	49.85

*New York rates unless marked * (local rate.)*

Forward Rates

Currency	30-day	60-day	90-day	Currency	30-day	60-day	90-day
Pound Sterling	1.9449	1.9378	1.9297	Canadian dollar	1.1688	1.1730	1.1770
Deutsche mark	1.4961	1.4967	1.4975	Japanese yen	128.44	128.42	128.40
Swiss franc	1.2674	1.2659	1.2643				

Sources: Indosuez Bank (Brussels); Banca Commerciale Italiana (Milan); Banque Nationale de Paris (Paris); Bank of Tokyo (Tokyo); Royal Bank of Canada (Toronto); IMF (SDR); Gosbank (ruble). Other data from Reuters and AP.

New York Facing Job Losses as Institutions Consider Leaving

By Richard Levine
New York Times Service

NEW YORK — Just when New York can least afford it, several major financial institutions are considering leaving the city and taking thousands of jobs with them.

The biggest and most immediate concern is the possible departure of the five commodities exchanges, where options and futures for items like gold, platinum, aluminum, oil, coffee, cocoa, sugar, orange juice and currencies are traded.

They are the hub of an industry that annually generates $1.3 billion a year in goods, services and salaries.

The five exchanges — the Coffee, Sugar & Cocoa Exchange Inc.; the Commodity Exchange Inc.; the New York Cotton Exchange; the New York Mercantile Exchange, and the New York Futures Exchange — share a trading floor and employ 11,700 people. They also generate $300 million a year in federal, state and city taxes.

Should the exchanges move, they could take with them many other workers who are employed in commodities departments at investment companies in the financial district.

City and state officials, in a joint proposal dated Oct. 1, initially offered the exchanges a $50 million grant to help build a new headquarters on what they called "the largest and best-located parcel of vacant land in lower Manhattan," along with tax breaks, rent subsidies and low-cost energy that would save the exchanges another $50 million.

The 20-year deal would bring the average occupancy costs, including rent and utilities, for the first five years to just under $30 million a year.

But New York City's adversaries in prior corporate tugs of war, Jersey City and the state of New Jersey, are urging the exchanges to move to a site at the Harborside Financial Center, just across the Hudson River from the Trade Center and one stop from the exchanges' current location on the PATH commuter railroad.

In recent days, Mayor Gerald McCann of Jersey City said, New York has more than doubled its construction grant offer.

He did not disclose details of the New Jersey offer but said that he believed New York had still not been able to match the exchanges' estimated occupancy costs in Jersey City — said to be about $20 million annually — and that the difference would widen after the first five years as New York's incentives expired.

Jersey City has the advantage of starting with much lower taxes.

New York officials are constrained by the fiscal problems facing the city and the state but have an advantage, too: the city's long ties with the exchanges, which were established in New York more than a century ago.

"We're as competitive as we can be with New Jersey," said Sally B. Hernandez-Pinero, New York City's deputy mayor for finance and economic development, adding that she was "cautiously optimistic."

Unrelated to the negotiations over the exchanges, three other large financial-services concerns are also considering leaving New York when their leases run out in coming years.

Prudential-Bache Securities Inc., which rents space in two downtown buildings under leases that expire in 1994, is studying the feasibility of moving about 2,000 employees to Jersey City, although it has not ruled out going elsewhere or remaining in New York City.

Mr. McCann said he also has "ongoing talks" with Morgan Stanley Group, which has 4,200 employees in New York City, and Smith Barney, Harris Upham & Co., which employs almost 3,500 people in the city.

Morgan Stanley is also said to have an interest in Fairfield County, Connecticut, relocation experts indicate.

Representatives of the two companies acknowledged only that leases would expire in the mid-1990s. That gives them time to make up their minds.

Officials of the commodities exchanges, though, were expected to analyze what both New York and New Jersey call final offers over the weekend.

Exchange officials could make a preliminary decision as early as Tuesday, with final approval by the membership coming in December.

The departure of the commodities exchanges or one or more major financial companies would be a blow to New York's struggling economy, which shed more than 30,000 jobs over the summer.

It would also damage the city's standing as a center for finance and weaken its argument that the advantage of conducting business "face to face" with representatives of other financial companies in the city outweighs the higher costs of doing business in New York City.

The negotiations with the commodities exchanges and the rumblings from other financial services companies bring to mind the corporate exodus that New York City has already endured.

In the last few years corporate departures slowed but did not cease, as the city lost Mobil Corp., Exxon Corp. and J.C. Penney & Co.

Through much of the 1980s the impact of these defections was blunted, since vacated offices could be filled with other companies as the city's economy flourished. That is less likely now.

Last Week's Markets

All figures are as of close of trading Friday

Stock Indexes

United States	Nov. 2	Oct. 26	Ch'ge
DJ Indus.	2,490.84	2,436.14	+ 2.24 %
DJ Util.	215.92	208.69	+ 3.46 %
DJ Trans.	842.46	837.09	+ 0.64 %
S & P 100	297.02	289.84	+ 2.48 %
S & P 500	311.85	304.71	+ 2.35 %
S & P Ind	364.85	358.50	+ 1.77 %
NYSE Cp	170.07	166.71	+ 2.02 %
Britain			
FTSE 100	2,030.70	2,063.10	— 1.57 %
FT 30	1,570.40	1,595.30	— 1.56 %
Japan			
Nikkei 225	24,195.	25,006.	— 3.24 %
West Germany			
DAX	1,414.32	1,452.05	— 2.93 %
Hong Kong			
Hang Seng	2,978.92	3,050.88	— 2.34 %
World			
MSCIP	454.20	476.30	— 4.22 %

World Index From Morgan Stanley Capital Int'l.

Money Rates

United States	Nov. 2	Oct. 26	
Discount rate	7.00	7.00	
Prime rate	10.00	10.00	
Federal funds rate	7⅞	7¾	
Japan			
Discount	6.00	6.00	
Call money	7 27/32	7 13/16	
3-month interbank	8 1/16	8 1/16	
West Germany			
Lombard	8½	8.00	
Call money	8½	8.10	
3-month interbank	8¾	8.55	
Britain			
Bank base rate	14.00	14.00	
Call money	14⅛	13 15/16	
3-month interbank	13¾	13 13/16	
Gold	**Nov. 2**	**Oct. 26**	**Ch'ge**
London p.m. fix $	377.50	373.70	+ 1.02 %

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WEEKLY INTERNATIONAL BOND PRICES

Provided by Credit Suisse First Boston Securities, London, Tel: 01 323 11 30. Prices may vary according to market conditions and other factors. November 2

Australian Dollars

Issuer	Cpn	Mat	Price	Yld	Spd Trsy
A B N Austral	14½	94	99½	10.69	
Anz Bk Gp	n.a.	91	84¼	45.67	
Austri Control	12¾	93	97⅞	13.39	
Austri Control	13⅞	94	100⅜	13.40	
Austria	14¼	92	101⅛	12.76	
B M W Fin	14½	92	100⅝	13.46	
B N P	14	91	99	14.83	
B N P	14	91	98⅝	15.14	
B N P	12½	93	98	13.35	
B P Capital	14⅛	92	100	13.58	
B P Capital	12⅞	92	99⅛	13.65	
B P Capital'A'	13⅞	92	99⅜	13.82	
C B A	12⅜	93	97⅛	13.63	
C B A	15⅛	94	103⅞	13.89	
C B A	14	94	100⅞	13.74	
C B A	14	95	101	13.65	
C B A	15⅛	99	100⅛	13.63	
Council Europe	14	92	100⅝	13.39	
Council Europe	13	93	98⅜	13.70	
Cr Lyonnais	13	91	98⅜	15.44	
Cr Lyonnais	14	91	99	14.80	
Cr Suisse	14½	92	100¼	13.73	
Denmark	14	90	99⅞	14.94	
Deut Bk	14¼	92	100	13.73	
Deut Bk	13⅛	93	99½	13.56	
Deut Bk	12⅝	93	98	13.33	
Deut Bk	12⅜	95	98	13.41	
Deut Bk Aust	14½	95	102⅝	13.27	
Deut Bk Fin	14½	92	100⅞	13.74	
Deut Bk Fin 52	14	93	101	13.50	
Deut Bk Fin	15	94	104	13.39	
Eurofima	12½	93	98⅛	13.01	
Eurofima	13¾	94	100	13.43	
Eurofima	13	95	98⅛	13.36	
Exportfinans	14½	93	102	13.55	
Ford Cred Aus	14	97	99⅛	14.03	
Ford Motor Cr	13⅞	91	99	16.25	
Girozentr Wien	12⅞	92	98½	13.46	
GMAC	14¼	91	99⅝	14.73	
GMAC Aust	12¼	91	97⅝	15.11	
GMAC Aust	13⅛	92	98⅝	13.91	
GMAC Aust	13⅛	92	99⅛	13.96	
GMAC Aust	16	93	102⅞	14.20	
Heinz	12¼	91	98	15.34	
I B M	15⅛	93	102⅞	13.88	
I B M Aus Cred	12½	92	98⅝	14.64	
I B M Aus Cred	13	92	99½	13.91	
I B M Aus Cred	16	92	103½	13.80	
I B M Aus Cred	14⅛	93	100⅝	14.00	
I B M Aust	13⅞	91	99⅝	15.18	
I B M Aust	15½	92	101⅞	13.93	
I B M Aust	15⅛	93	103	13.97	
I C I	15	92	100⅝	14.50	
I C I	15½	92	101½	14.17	
Mcdonalds	14⅛	91	100⅛	13.84	
Mcdonalds Can	15	95	100⅞	14.53	
Montreal Tstco	14½	90	97⅜	26.23	
N S W Treasury	14½	92	100	14.07	
Natl Austrl Bk	14⅛	94	102	13.07	
S E C Victoria	13⅛	92	99⅜	13.74	
S E K	13½	91	97⅞	13.75	
S E K	14½	92	100⅝	13.50	
S E K	13½	93	98½	13.87	
Soc Gen	13	92	98⅞	13.76	
Soc Gen	12½	93	97	13.88	
St Bk Nsw	12½	91	98⅞	13.86	
St Bk Nsw	13⅞	93	100	13.85	
St Bk Nsw	14⅛	94	101	13.86	
St Bk Nsw	14⅛	99	101½	13.93	
St Bk Sth Aust	15⅛	94	103⅛	13.92	
Sweden	15	94	104	13.36	
Sweden	13⅛	94	101	13.30	
Tor-Dom Aust	16⅛	92	103	13.95	
U B S Fin	14	94	101	13.61	
Volkswagen	15	94	103½	13.57	
World Bk	13⅞	92	100	13.25	
World Bk	14⅛	94	101¾	13.57	
World Bk	12¾	94	97⅛	13.60	
World Bk Feb	14⅛	92	100	13.57	
World Bk Jul	12¾	93	98	13.61	
World Bk Mar	12¾	93	98	13.70	

Canadian Dollars

Issuer	Cpn	Mat	Price	Yld	Spd Trsy
[illegible]					

ECU Straights

Issuer	Cpn	Mat	Price	Yld
[illegible]				

Yen Straights

Issuer	Cpn	Mat	Price	Yld	Spd Trsy
[illegible]					

Pound Sterling

Issuer	Cpn	Mat	Price	Yld	Spd Trsy
[illegible]					

For investment information read THE MONEY REPORT every Saturday in the IHT

MUTUAL FUNDS

Figures as of close of trading Friday, November 2.

NEW YORK (AP)— The following quotations, supplied by the National Association of Securities Dealers, Inc. are the prices at which these securities could have been sold (Net Asset Value) or bought (value plus sales charge) Friday.

Fund	Bid	Ask
[illegible]		

NL— No initial sales load. †—Previous day's quote. r— Redemption charge may apply. x— Ex dividend.

هكذا من الأصل

New International Bond Issues

Compiled by Laurence Desvilettes

Issuer	Amount (millions)	Mat.	Coup. %	Price	Price end week	Terms
Floating Rate Notes						
Osprey Mortgage Securities No 1	$159.5	1995	0.30	100	—	Over 3-month Libor. Noncallable. Fees 0.43%. Denominations $10,000. (Credit Suisse First Boston.)
RSVP Westminster	$154	2005	¼	100	—	Over 3-month Libor. Noncallable. Fees not disclosed. (Goldman Sachs Int'l.)
Fixed-Coupons						
MBNA America Bank	$600	1994	8¾	99.59	—	Monthly. Noncallable. Fees 0.20%. (Merrill Lynch Int'l.)
Mitsubishi Finance Int'l	$77	1994	9⅛	101⅜	—	Noncallable private placement. Fees 1⅞%. Denominations $500,000. (Mitsubishi Finance Int'l.)
Nationwide Anglia Building Society	£125	2000	13½	101.39	100.25	Noncallable. Fees 2%. Denominations £10,000. (Credit Suisse First Boston.)
IMI Bank Int'l	ECU 150	1993	10½	101½	100.17	Noncallable. Fees 1⅞%. (Bankers Trust Int'l.)
State Bank of South Australia	Aus$ 75	1995	13¼	101⅝	99.75	Noncallable. Fees 2%. (Hambros Bank.)
Telecom Corp. of New Zealand	NZ$ 50	1992	14½	101.95	100.70	Noncallable. Fees 1⅞%. (Fay, Richwhite.)
Banca CRT (Cayman)	Y 11,000	1992	8	100.955	—	Noncallable. Fees 1⅞%. Denominations 10 million yen. (Nomura Int'l.)
British Gas Int'l Finance	Y 20,000	1992	8	101.025	99.95	Noncallable. Fees 1⅞%. (Daiwa Europe.)
Eksportfinans	Y 30,000	1992	8	101.075	100.10	Noncallable. Fees 1⅞%. (Nomura Int'l.)
Mitsui Real Estate Development	Y 30,000	1994	7⅝	101½	—	Interest will be 7⅞% the first 3 years and 0.20 below 6-month Libor thereafter. Redeemable at par in 1993. Fees 1⅞%. Denominations 10 million yen. (Daiwa Europe.)
NYK Int'l Netherlands	Y 10,000	1993	8	101	—	Interest will be 1/16 over 3-month Libor during the first quarter. Noncallable. Fees 1⅞%. Denominations 10 million yen. (Yamaichi Int'l Europe.)
Equity-Linked						
Kobe Electric Railway	$70	1994	open	100	—	Coupon indicated at 5¼%. Noncallable. Each $5,000 note with one warrant exercisable into company's shares at an expected 2½% premium. Fees 2¼%. Terms to be set Nov. 6. (Nikko Securities Europe.)
Tonami Transportation	$100	1994	4¾	100	—	Noncallable. Each $5,000 note with one warrant exercisable into company's shares at 953 yen per share and at 130.10 yen per dollar. Fees 2¼%. (Kankaku Europe.)

Stagflation Threatens S. Korea

Reuters

SEOUL — South Korea could face stagflation next year, with economic growth slowing and inflation rising, the Korea Development Institute said Sunday.

KDI, a government thinktank, said that South Korea's annualized gross national product growth would fall to 7.5 percent in the second half of 1990 after a 9.9 percent rise in the first half, giving it a 8.6 percent growth rate for the year.

The Gulf crisis and an expected global economic slowdown would further slow the country's GNP growth to 6.9 percent next year, it said. The government forecast a GNP growth rate of between 6.5 percent and 7 percent in 1990 after a 8.3 percent gain in 1990.

The institute said its projections were made on the assumption that the government will seek tight monetary policy and wage hikes are held below 10 percent next year.

South Korea's current account deficit is forecast to widen to $2.8 billion next year from $1.8 billion in 1990, it said. Exports on a balance of payments basis are expected to rise to $67.7 billion in 1991 from $62.5 billion this year, while imports would grow to $70.2 billion from $64.0 billion.

Wholesale prices are expected to rise by an average 9.8 percent next year, up from 4.3 percent this year.

Banks Eager to Aid U.K. Energy Firms

By Carl Gewirtz
International Herald Tribune

PARIS — Supporting the view that in an otherwise slow international credit market, money is available for deals that are deemed to be correctly priced, National Power PLC, PowerGen and Elf U.K. announced last week that they had underwriting commitments from banks in excess of what was being offered.

National Power, seeking £1.5 billion ($2.93 billion), said it had an underwriting syndicate of 17 banks and PowerGen, seeking £1 billion, said its underwriting group consisted of 20 banks. Elf U.K. said its group would number more than 20 banks and although the number was not yet fixed, commitments exceeded the £700 million it is looking to borrow.

The next test is to see how much of the issue can be placed with other banks in general syndication.

"It takes a month of Sundays to get a deal done," one U.K. banker laments, "because there is no downside risk for banks not to do business as borrowing margins are

INTERNATIONAL CREDIT

rising. The attitude of lenders is 'not to worry, if you miss one deal another will be along in a minute, at possibly better terms.'"

Bankers expect a heavy flow of business from Scandinavia, where companies were among the first to arrange low-priced note-issuance facilities and multi-option facilities in the mid-1980s. These are now starting to expire.

Neste Oy, the 95.5 percent state-owned Finnish oil company, is seeking a $200 million term loan for five years. Interest is set at 25 basis points, or ¼ point, over the London interbank offered rate for the first two years and 27½ basis points thereafter. Top fees are set at 17½ basis points.

Orkla Borregaard Group, a highly diversified Norwegian industrial group, appointed Deutsche Bank and Christiania Bank to arrange a five-year facility consisting of a $50 million revolving credit and a $100 million term loan. Interest is set at 30 basis points over Libor and top fees for banks underwriting $15 million are 15 basis points.

Nora Industrier, a Norwegian brewer and beverage company, gave Dresdner Bank the mandate to arrange a $60 million, five-year guarantee facility for a loan from the state export credit agency. Banks will be paid a guarantee commission of 30 basis points for the first three years and 32½ basis points thereafter.

At the higher end of the market, Chase Manhattan is arranging a £90 million, 10-year loan for Ferry & Port Holdings, a British company operating a ferry service to the Isle of Wight and the Isle of Man. One-third of the proceeds will be used to purchase a zero-coupon bond, which will be used to repay the loan. Interest is set at 1¼ points over Libor.

Teesside Power Ltd., a joint venture formed to build and operate a power station in northeast England, appointed four banks to arrange a project financing of £800 million. They are Manufacturers Hanover Trust, Canadian Imperial Bank of Commerce, Crédit Lyonnais and Mitsui Taiyo Kobe.

The financing will run for 17½ years and lenders will be repaid out of the cash flow of the power station to be constructed.

U.S. Debt Sales Spark Keen Interest

Compiled by Our Staff From Dispatches

NEW YORK — Bidding interest is expected to be strong at the Treasury's $34.25 billion refunding this week as increasing concerns about credit quality cause more investors to turn to the safety of U.S. government issues.

"Increased concern about credit quality has sparked greater domestic demand for Treasury issues, even though foreign demand appears to be drying up," said Jack Lavery, director of global research at Merrill Lynch & Co.

Scott Winningham, chief money market analyst with Stone & McCarthy Research Associates Inc., added: "What we are seeing very definitely in recent days is a growing fear on the part of institutional portfolio managers that they may get left behind" in the flight to quality."

Demand at the refunding is also expected to be bolstered by spreading weakness in the economy and expectations that the Federal Reserve Board might soon take further steps to relax its credit policy.

Those expectations were heightened on Friday when the government reported that U.S. nonfarm jobs declined by 68,000 in October, and the number of unemployed reported the month before was revised sharply downward.

"Looking beyond the raw numbers, the bond market was buoyed by the big drop in hours worked and earnings last month," said William V. Sullivan Jr., senior vice president of Dean Witter Reynolds. "As usual, any negative economic news is welcome by the fixed-income market."

Analysts said the latest data points to the sort of "cascading weakness" that the Fed chairman Alan Greenspan said some time ago was what he would need to see to aggressively ease, bonds were starting to perk up.

Investors said that the recession cloud is obscuring other concerns —inflation, the Gulf — which had pressured bond prices for months.

"Investor concerns are shifting toward very slow growth in the economy, and that's predominating now over inflation concerns and the weak dollar" and the upcoming Treasury refunding, said Roger Craig, fixed-income portfolio director for Bank One Asset Management Corp. in Columbus, Ohio.

On Tuesday, the Treasury will auction $12.5 billion of three-year notes, followed by $11 billion of 10-year notes Wednesday and $10.75 billion of 30-year bonds Thursday.

Based on Friday's closing prices, dealers expected the three-year auction to produce a yield of 7.84 percent, the sale of 10-year notes to produce an 8.55 percent yield and the 30-year bonds to be auctioned with a yield of 8.69 percent.

Among outstanding Treasury issues last week, the benchmark the 8¾ percent bonds that mature in 2020, closed at Friday at 100 18/32 to yield 8.69 percent, up in price from 99¾ to yield 8.77 percent a week earlier. That made for a gain of about ⅞ of a point, or $8.75 on a $1,000 Treasury bond.

(AP, UPI, NYT)

SKY:

Deal to Ease Debt

(Continued from first finance page)

lion in the two stations with "a very uncertain outcome," he argued.

The banker said that because Sky and BSB use incompatible systems, many British households had been putting off deciding which system to subscribe to until it became clear who would dominate. By merging to use just one system, he reasoned, the two channels could achieve economies of scale, and the break-even point "should certainly be earlier."

Mr. Murdoch and Peter J. Davis, the chief executive of Reed International PLC, one of BSB's shareholders, first met to discuss the idea in Mr. Veronis's suite at London's Claridge Hotel in late July. The four-hour meeting set the stage for talks between News Corp. and BSB shareholders in Australia in September and in London last month.

BSB's other shareholders include the Granada Group, Pearson PLC, Bond Corp. Holdings, and Chargeurs SA of France.

BONDS: *Conflicting Policies on Interest Rates Darken Market Outlook*

(Continued from first finance page)

offering to a variable rate and money market rates will shoot up," warns Roland Scharff, treasurer of the Hessische Landesbank in Frankfurt.

Analysts agreed that the Bundesbank's move was aimed as a warning to the government that interest rates would be raised if the government failed to keep a lid on the cost of financing recovery in what formerly was East Germany, by either reducing spending in other areas or by raising revenues through a tax increase.

There is no chance of any policy moves before the Dec. 2 election. But Christopher Potts, analyst at Banque Indosuez in Paris added, "there is no question, unless the budget is tightened, German rates go higher."

A sharp appreciation of the mark against the dollar or a significant decline in the price of oil — either of which would help moderate inflationary pressures — would assist the Bundesbank in holding steady.

But the prevailing view is that Germany in 1991 will present a replay of the early years of Ronald Reagan's administration — a lax fiscal policy and a tight monetary policy that constrains inflation and attracts foreign capital by its high real interest rates.

This is the scenario that assumes a dollar rate of 1.35 DM. But that also implies big problems for the European Monetary System where slower growth in France, Britain, Spain, Italy and Portugal will have officials screaming about the high interest rates in Germany and the overpriced value of their currencies.

The big worry in the market concerns the Fed and the speed with which it moves to offset the looming recession by reducing short-term interest rates. With U.S. inflation seen holding at around 5 percent, analysts worry that a swift cut in short-term rates, by fueling worries about inflation, could actually drive up long-term rates in the bond market.

"It's reasonable to assume that if it weren't for the dollar's weakness the Fed would have been more aggressive in easing policy," says Mr. Lipsky.

But the priorities would change, Mr. Lipsky adds, when the dollar's weakness causes rates in the U.S. bond market to start rising. "Until then, monetary policy will ease at a constrained pace."

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(Continued From Back Page)

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New Concept

NASDAQ NATIONAL MARKET

OTC Consolidated trading for week ended Friday, November 2.

	Sales in 100s	High	Low	Close	Net Ch'ge

(Continued on next page)

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NASDAQ NATIONAL MARKET

OTC Consolidated trading for week ended Friday, November 2.

(Continued)

	Sales in 100s	High	Low	Close	Net Ch'ge
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

CHICAGO EXCHANGE OPTIONS

Figures as of close of trading - Friday, November 2.

Option & price		Calls Nov	Calls Dec	Puts Nov	Puts Dec
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Total volume 465,467
Open interest 4,442,475 r—Not traded. s—None offered. o—Old.

AMERICAN EXCHANGE OPTIONS

Figures as of close of trading - Friday, November 2.

Option & price		Calls Nov	Calls Dec	Puts Nov	Puts Dec
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Total volume 141,477
Open interest 2,404,971 r—Not traded. s—None offered. o—Old.

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Greek Bank Guilty of Laundering

The Associated Press

NEW YORK — The National Mortgage Bank of Greece has pleaded guilty to running a $700 million money-laundering scheme in the United States and agreed to pay $8 million in fines.

In March, the bank and 12 of its top U.S. executives were in a 28-count indictment charging violations of federal currency reporting laws, operating a bank without a license and conspiring to defraud the Internal Revenue Service tax agency since at least September 1985.

"I believe, with what the bank did, we are guilty," Apostolos Georgiakis, a governor of the Athens-based bank, told U.S. District Judge Raymond J. Dearie on Friday.

Andrew J. Maloney, U.S. attorney for the Eastern District of New York, said the penalty was "the largest money-laundering fine ever collected in a non-drug related case."

The bank's branches were not authorized to perform usual banking functions in the United States, and were only to serve as a liaison between the bank's customers in the United States and the parent bank in Athens.

But the bank flagrantly violated those limitations and opened accounts, accepted deposits and processed withdrawals for thousands of its customers.

Depositors, under the scheme, brought cash — frequently suitcases full — to bank branches. Bank employees would then help exchange the cash into smaller checks or money orders at nearby American banks.

BUSINESS BRIEFS

UPI Asks Workers to Take Pay Cut

WASHINGTON (UPI) — The union representing workers at United Press International said Saturday its members will be asked to vote on a 35 percent wage cut the company has requested as it attempts to sell the wire service.

UPI had said it would file for under Chapter 7 of the U.S. Bankruptcy Code on Wednesday and liquidate the company if the union did not submit the proposal to employees for a vote, said the Wire Service Guild's president, Kevin Keane.

The company announced Friday that it has been approached by six potential suitors, including several blue-chip companies, and will impose 90-day, 35 percent pay cuts on all of its non-union employees to improve the company's financial position.

15 Indicted in U.S. Bank Fraud

LOS ANGELES (LAT) — Federal authorities said 15 people had been indicted in Seattle in what they described as a $25 million fraud and racketeering scheme against financial institutions in seven states.

The man behind much of the fraud was Douglas P. Blankenship of Capistrano Beach, California, who was arrested Thursday, authorities said. Prosecutors said he traveled the United States obtaining loans and services with phony tax returns, false financial statements and aliases.

The schemes, which began about 1982, occurred in Washington, California, Idaho, Texas, Florida, Ohio and Hawaii, the indictment said.

Phone Firms Pull Switch on Clients

WASHINGTON (NYT) — The Federal Communications Commission warned U.S. consumers that sales representatives for long-distance telephone companies may be switching customers' long-distance carriers without their authorization, an illegal practice known as "slamming."

Telephone customers may switch long-distance carriers whenever they like, and rival long-distance carriers have been competing in a bitter battle to lure customers.

Under current federal rules, a carrier is allowed to instruct local telephone companies that a customer has decided to switch carriers, and the telephone company carries out the switch. In the last year, regulators have received thousands of complaints from customers who said their service had been switched without their permission.

Yamani Foresees $15 Oil After Crisis

GENEVA (AFP) — Saudi Arabia's former oil minister, Sheikh Ahmed Zaki Yamani, predicted that oil would drop to $15 a barrel "and even lower" after the Gulf crisis, in an interview published Saturday by a Swiss *economic monthly, Bilan.*

"From a strictly economic point of view, the current price should not be more than $22," he said.

Sheikh Yamani said he did not think that "the main oil companies would *push their prices higher. They know their own long-term interests.*"

Euromarts At a Glance

Eurobond Yields

	Oct. 31	Oct. 24
U.S. $, 8 yrs & over	9.47	9.47
U.S. $, 5 to 7 yrs	9.22	9.22
U.S. $, less than 5 yrs	[illegible]	[illegible]
Pounds sterling, less than 5 yrs	[illegible]	12.69
French francs, less than 5 yrs	10.47	[illegible]
Ital. lire, less than 5 yrs	[illegible]	12.79
Danish kroner, less than 5 yrs	[illegible]	[illegible]
ECU, 8 yrs & over	10.44	10.44
ECU, 5 to 7 yrs	[illegible]	10.32
Can. $, less than 5 yrs	[illegible]	[illegible]
Aus. $, less than 5 yrs	[illegible]	[illegible]
N.Z. $, less than 5 yrs	[illegible]	14.19
Yen, 5 to 7 yrs	[illegible]	7.92
Yen, less than 5 yrs	[illegible]	[illegible]

Source: Luxembourg Stock Exchange.

Weekly Sales Nov. 1

Primary Market

	Cedel $	Cedel Non$	Euroclear $	Euroclear Non$
Straights	[illegible]	[illegible]	[illegible]	[illegible]
Convert.	—	1.30	—	—
FRNs	8.98	[illegible]	[illegible]	[illegible]
ECP	[illegible]	[illegible]	[illegible]	[illegible]
Total	[illegible]	[illegible]	[illegible]	[illegible]

Secondary Market

	Cedel $	Cedel Non$	Euroclear $	Euroclear Non$
Straights	[illegible]	[illegible]	[illegible]	[illegible]
Convert.	150.48	802.16	[illegible]	[illegible]
FRNs	[illegible]	[illegible]	[illegible]	[illegible]
ECP	4,477.43	[illegible]	[illegible]	[illegible]
Total	[illegible]	[illegible]	[illegible]	[illegible]

Source: Euroclear, Cedel.

Libor Rates Nov. 2

	1-month	3-month	6-month
U.S. $	[illegible]	[illegible]	[illegible]
Deutsche mark	8 9/16	[illegible]	8 15/16
Pound sterling	14 1/16	[illegible]	[illegible]
French franc	[illegible]	[illegible]	[illegible]
ECU	9 13/16	[illegible]	[illegible]
Yen	8 1/16	[illegible]	[illegible]

Source: Morgan Guaranty, Lloyds Bank, Reuters.

U.S. Treasury Bonds

Nov. 2

Maturity	Close Bid	Ask	Yield	Wk-ago yield
31.10.92	100 [illegible]	100 [illegible]	7.66	7.80
15.08.93	100 [illegible]	100 [illegible]	7.84	7.95
30.09.94	101 [illegible]	101 [illegible]	8.02	8.12
15.11.95	101 [illegible]	101 [illegible]	8.50	8.23
15.10.97	101 [illegible]	101 [illegible]	8.42	8.49
15.08.00	101 [illegible]	101 [illegible]	8.57	8.63
15.02.10	105 [illegible]	105 [illegible]	8.71	8.79
15.08.20	100 [illegible]	100 [illegible]	8.69	8.77

Source: Salomon Inc.

For investment information read THE MONEY REPORT every Saturday in the IHT

WORLD STOCKS IN REVIEW

Via Agence France-Presse

Amsterdam

Amsterdam shares drifted lower on low volume last week, mainly due to a 0.25 percent rise in official interest rates.

Total turnover reached six billion guilders, 2.2 billion of which was in equities. A week earlier, volume was 5.9 billion guilders with 2.3 billion in equities.

The CBS all-share index lost about 2 percent to close the week at 168.7, down from 172.1 a week earlier and slightly above the low for the year.

As the economic climate darkens, there is little upward potential in Amsterdam, according to the Kempen & Co. brokerage.

Frankfurt

Frankfurt stocks had a losing week, primarily due to increasing fears of a Gulf war, which led to higher oil prices for most of the week, dealers said.

The DAX spot trend indicator finished at 1,417.85 on Friday, a drop of 39.2 points, or about 2.8 percent, from the previous Friday. The Commerzbank indicator was off 46.7 points, to 1,749.30.

Volume on the eight German stock exchanges plunged to 18.43 billion Deutsche marks, from 29.20 billion DM.

Hong Kong

Share prices on the Hong Kong stock market dropped across the board in thin trading, with the Hang Seng Index shedding 71.96 points, or 2.4 percent, to 2,978.92.

Average daily turnover slipped to 812 million Hong Kong dollars from the previous week's 1.1 billion dollars.

The week opened fairly strong, but profit-taking and growing tension in the Gulf pushed the index lower later in the week.

Dealers expect the market to consolidate around the 2,900 level, barring major developments in the Gulf.

London

Two sharp daily falls reflecting pessimism in the business community left share prices 1.6 percent lower last week.

The Financial Times Stock Exchange 100-share index ended at 2,030.7 points, down 32.4 and the FT-SE 30 index closed at 1,570.7 points, down 27.7.

After a slow start of the week, shares rallied Wednesday on rumors of an imminent interest-rate cut.

But Thursday delivered a double blow to interest rate optimism. The Bundesbank raised its Lombard rate by 0.5 percentage point and the British Treasury ruled out interest rate cuts until it is "safe" to make them.

Milan

The Milan market, with only four trading sessions this past week, was depressed and volume was low, dealers said.

The MIB stock price indicator finished the week at 807, down 2.65 percent from the previous Friday, and volume slumped to 40 million shares a day from 68 million the previous week. The average daily value dropped to 95 billion lire from 175 billion lire the previous week.

Market attention centered on continuing Gulf tensions and the worsening of the Italian domestic public debt, traders said.

Paris

The Paris Bourse made a modest gain this past week in light trading, as the CAC-40 index closed at 1,634.80, up 1 percent.

The week's gain was due to a 1.98 percent jump on Wednesday, thanks to liquidation of CAC contracts for the October trading month and a dip in interest rates.

Investors held to a wait-and-see attitude amid contradictory rumors about the Gulf situation and worries about the U.S. economy.

Singapore

A lethargic mood prevailed on the Stock Exchange of Singapore amid higher oil prices and continued fears of war in the Gulf.

The Straits Times industrial index lost about 3.7 percent on the week, dropping 43.89 points to end at 1,131.10, while the SES all-share index ended the week 10.89 points down at 315.07.

Tokyo

Share prices on the Tokyo Stock Exchange fell after a two-week advance, due to rising tension in the Gulf.

The Nikkei Stock Average of 225 selected issues ended at 24,194.99 yen Friday, down 810.65 points, or 3.24 percent, from the week earlier. The key market indicator had advanced more than 2,600 points over the previous two weeks.

The Tokyo Stock Price Index of all stocks on the market's first section shed 74.66 points to end the week at 1,786.38. It had gained 44.75 points the week before.

Zurich

Zurich stocks fell for the second straight week, with the Swiss Performance Index dropping more than 23 points, to 915.09.

Analysts said the main reasons for the decline were the slumping U.S. economy, pressures on oil prices, and continuing tensions in the Gulf.

WALL STREET REVIEW

Figures as of close of trading Friday, November 2.

NYSE Most Actives

	Vol.	High	Low	Last	Chng.
Chase	159776	11¼	9⅝	10⅝	—⅜
Citicorp	118450	12¾	10⅝	12¾	+1½
PhilMr	103876	48⅝	45⅝	48½	+1⅞
SouthCo	102868	26⅞	25½	26⅞	+1⅜
Unisys	101672	2¾	2	2⅝	+⅜
Alcan	93477	19⅛	18½	18¾	—¼
GenEl	87438	53⅛	50	53	+2½
FordM	86967	30¼	26¾	26⅞	—2⅞
FedNM	81469	29⅝	26¾	29¼	+1⅜
IBM	74293	108⅝	104¾	108¾	+1⅜
Boeing s	69486	46⅝	43⅝	46	—⅛
AmExp	63610	19⅞	17⅝	19⅝	+1⅛
PepsiC s	62070	24¾	22¾	24¾	+¾
SchrPl s	60724	48	42¼	45	—2
AT&T	58469	34⅞	33⅛	34¼	+1⅜
GnMotr	58426	37⅞	35⅝	37¼	—⅛
ToyRU s	57985	22⅞	20½	22¾	+½
BrMySq	57352	62¼	57¾	60⅝	—1⅛
WalMt s	54416	27⅞	25⅞	27¾	+1½
Exxon	50695	50⅛	47¼	49¾	+2⅜
Travler	50641	13⅞	11½	13⅞	+1½
EKodak	47993	40⅝	37¼	40¾	+2¼
SecPac	46798	20½	17	19⅞	+1¼
Chryslr	46567	11⅜	10⅝	11⅜	+¼
GTE s	46316	29⅝	27⅛	29½	+2

AMEX Most Actives

	Vol.	High	Low	Last	Chng.
ContAir	36834	3⅝	2½	2¾	—1⅛
SNk f93wt	11863	17⅞	16	16¾	—⅜
Amdhl	10963	11⅞	10½	11⅝	+¾
ENSCO	10924	3	2⅝	2¾	—¼
FruitL	10725	7⅜	6½	6¾	—½
Dk Nk wt	10404	18¾	16⅞	17⅞	
WangB	10262	3	2¾	3	+¼
EchoBy	8988	11⅞	10⅝	11½	+¾
SFT 393awt	8303	6⅛	5	5½	+⅜
EksNk wt	8154	9⅝	8	8⅝	
PW Nk pwt	8063	9½	8⅛	8¾	
DowC rt	7602	7⅞	7⅛	7½	—⅛
BAT In	7549	10⅞	10⅝	10⅝	+⅝
SFT 593awt	7357	4⅞	4	4⅝	+¼
Hasbro	6141	13¾	12⅝	13¼	+⅛
Baldw	5643	5⅝	3⅝	3⅞	—2⅛
A-att2 sc	5561	7¼	6⅝	7¼	+⅜
A-gte sc s	5278	8⅞	7¼	8⅝	+1⅛
Wthtrd	4942	6¼	5¾	6	—⅛
BatrPh	4331	4	2⅞	2⅞	—1⅛
GaVide	4226	6⅞	5	5⅞	—⅞
A-ge sc	4015	5¼	4⅞	5¼	+⅛
Elan	3906	18½	16⅛	17¾	—⅜
A-gte s	3856	20⅞	20	20¾	+¾
SNk f93wt	3849	19	17	17¾	—¼

NYSE Sales

	Sales Vol.
Total for week	771,460,000
Week ago	719,890,000
Year ago	740,910,000
Two years ago	752,570,000
Jan 1 to date	33,732,169,000
1989 to date	35,885,770,000
1988 to date	35,734,370,000

AMEX Sales

	Sales Vol.
Total for week	47,230,000
Week ago	52,910,000
Year ago	57,280,000
Jan 1 to date	1,893,760,000
1989 to date	2,647,370,000

NYSE Diaries

	This Wk	Last Wk
Advanced	1034	846
Declined	876	1062
Unchanged	280	274
Total Issues	2190	2182
New Highs	19	23
New Lows	414	310

AMEX Diaries

	This Wk	Last Wk
Advanced	322	346
Declined	443	409
Unchanged	208	203
Total Issues	973	958
New Highs	4	4
New Lows	164	148

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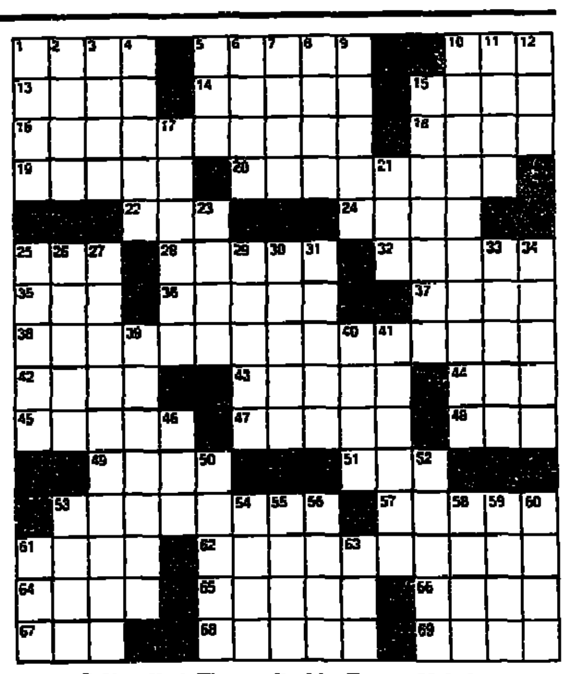
ACROSS

1 Sanitaria
5 The —— and the Papas (rock group)
10 Two —— kind
13 "—— Lisa"
14 Excuse
15 Possessive pronoun
16 Mays or Ott, once
18 Arizona neighbor
19 Gretna ——
20 Without noise
22 Haggard novel
24 —— fountain
25 Rialto sign
28 Hippodrome
32 English actor Robert ——
35 Comic Costello
36 Fragrant flower
37 Advantage
38 Broken
42 Bolivia neighbor
43 Vex
44 Some coll. students
45 Growing out
47 City near the Ruhr
48 Own, in Perth
49 Teeny-bopper
51 Compass dir.
53 Expurgated
57 Cheer up
61 Rum drink
62 Invisible
64 Entre ——
65 A musical Ringo
66 City WSW of Algiers
67 Downs' partner
68 Try out
69 Cheeno's cousin

DOWN

1 "Pea soup" in L.A.
2 Rain hard
3 "Cough up," in poker
4 Strongboxes
5 Actress Murray
6 "—— Well . . ."
7 French Riviera area
8 A brother of Seth
9 Begets
10 Bizarre
11 Scuffle
12 —— Wednesday
15 Surpasses
17 Cut —— (bisect)
21 Signal approval
23 Writer Ambler
25 Lie on a slant
26 City on the Seine
27 Disgraceful
29 Hurry to 19 Across, once
30 Monikers
31 Peaks
33 Greek marketplace
34 High-strung
39 Picnics, e.g.
40 Currier's partner
41 Perceives
46 Hesitant sounds
50 At large
52 Prufrock's creator
53 Horseman's whip
54 Furrows
55 Greek letters
56 Copperfield's first wife
58 City on the Yamuna
59 Part of id est
60 Active volcano in Italy
61 African antelope
63 Fish-eating banquet



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Solution to Friday's Puzzle

E	C	R	U		C	A	R	Y		S	H	A	R	E
D	A	H	L		O	R	A	L		E	A	T	I	N
G	R	E	A	T	V	O	W	E	L	S	H	I	F	T
E	R	I	N	Y	E	S		M	E	T	A	T	E	S
D	E	N		B	R	E	D		E	O	S			
			W	A	T		E	A	R	S		S	H	E
A	P	P	E	L		P	A	T	E		A	T	E	N
G	R	E	A	T	S	A	L	T	D	E	S	E	R	T
R	I	L	L		P	A	I	N		L	I	M	B	O
A	M	T		W	A	R	N		E	P	A			
			C	A	R		G	A	L	A		E	E	L
A	C	M	E	I	S	M		D	I	S	A	B	L	E
G	R	E	A	T	E	R	D	O	X	O	L	O	G	Y
T	E	A	S	E		B	O	R	I		I	N	I	T
S	E	D	E	R		M	E	E	R		S	Y	N	E

MONDAY SPORTS

No. 2 Irish Hang Tough as 4 of Top 5 Teams Fall

Compiled by Our Staff From Dispatches

Who's No. 1 in college football? After a weekend of upsets, it's easier to say who is not.

Not Virginia — at least not for long. The top-ranked Cavaliers lost for the first time this season Saturday when a last-second field goal gave No. 16 Georgia Tech a 41-38 victory in Charlottesville, Virginia.

Probably Notre Dame. But the second-ranked Irish struggled against Navy, finally breaking away from a halftime tie to win, 52-31.

"This is one of the lowest spots in my career," said Notre Dame's coach, Lou Holtz.

Not Nebraska. The No. 3 Cornhuskers, playing their first ranked opponent this season, gave up four touchdowns in the fourth quarter and lost at home to No. 9 Colorado, 27-12.

Not Auburn, either. The fourth-ranked Tigers, in their worst loss in 40 years, fell to No. 15 Florida, 48-7.

Certainly not Illinois. The fifth-ranked Illini were crushed, 54-28, at home by No. 13 Iowa; that gave the Hawkeyes the inside track on the Big Ten Conference's berth in the Rose Bowl.

No. 16 Georgia Tech 41, No. 1 Virginia 38: Scott Sisson's 37-yard field goal with seven seconds remaining gave the Yellow Jackets the upset after they trailed by two touchdowns at halftime.

The Cavaliers allowed the Yellow Jackets back into the game with two

COLLEGE FOOTBALL

third-quarter turnovers. The Cavaliers then chose to go for a field goal and a 38-38 tie with 2:34 to play in the game, after having fourth and goal just inside the six-yard line. That kick followed four offensive tries by Virginia inside the five, and two illegal procedure penalties that pushed the Cavaliers outside the five.

"I don't think you go for a touchdown on fourth and six yards," said Virginia's coach, George Welsh. "It's 2½ minutes, we have three timeouts and maybe they make a mistake or get a holding penalty and our defense rises up for a change and stops them."

Georgia Tech had taken a 38-35 lead on Sisson's 32-yard field goal with 7:17 left. It was the first time Virginia had trailed in the fourth quarter all season.

Tech quarterback Shawn Jones completed 17 of 29 passes for 257 yards. Virginia quarterback Shawn Moore was 18 of 28 passing for 344 yards.

No. 2 Notre Dame 52, Navy 31: Notre Dame beat Navy for the 27th straight time as Raghib (Rocket) Ismail caught a 21-yard pass early in the third quarter, starting a 21-point run for Notre Dame (7-1) in East Rutherford, New Jersey. Rodney Culver, Ricky Watters and Tony Brooks later scored on short runs, quarterback Rick Mirer scrambled 30 yards for a score, Ismail caught a 54-yard touchdown pass and Todd Lyght scored on a 53-yard kickoff return.

Ismail, a flanker, did nothing to hurt his chances of winning the Heisman Trophy. He gained 223 yards in total offense, 173 on six receptions.

"He's the best college football player ever seen," said the former Notre Dame all-American Paul Horning. "He's the closest thing I've seen to Gayle Sayers."

Navy opened the game with the wishbone offense for the first time this season and it seemed to confuse Notre Dame, which muddled to a 10-10 halftime tie.

No. 9 Colorado 27, No. 3 Nebraska 12: Eric Bieniemy overcame early fumble trouble to score four fourth-quarter touchdowns and rally Colorado (8-1-1 overall, 5-0 in the Big Eight) in Lincoln, Nebraska.

Bieniemy, the nation's leading rusher, finished with 137 yards on 38 carries. He fumbled four times and lost three.

No. 15 Florida 48, No. 4 Auburn 7: Terence Barber's 73-yard punt return and two interceptions set up Florida's 27-point second quarter. But the Gators (7-1, 4-1 in the Southeastern Conference) are on probation and cannot win the league title or go to a bowl game.

Florida held Auburn (6-1-1, 3-1-1) to minus 14 yards rushing.

No. 13 Iowa 54, No. 5 Illinois 28: Matt Rodgers passed for two touchdowns and ran for another as Iowa won in Champaign, Illinois. The Hawkeyes took a 28-0 lead in the second quarter and improved to 7-1 overall and 5-0 in the Big Ten.

No. 7 Washington 54, Arizona 10: Beno Bryant scored on a 70-yard punt return and a 73-yard run as Washington (8-1, 6-0 in the Pacific 10), playing in Seattle, clinched its first trip to the Rose Bowl since 1981. Mark Brunell passed for two touchdowns and ran for another.

No. 8 Miami 45, Pittsburgh 0: Craig Erickson passed for 355 yards and two touchdowns and Miami gave Pittsburgh its worst shutout loss since 1968.

Erickson completed 25 of 35 passes with no interceptions. Miami (6-2) led by 31-0 at halftime and won its 36th straight game at the Orange Bowl.

No. 10 Brigham Young 54, Air Force 7: Ty Detmer passed for 397 yards and teamed with Andy Boyce for three touchdowns as BYU (7-1) won in Colorado Springs.

Detmer, a Texas native, had never before played in a snowstorm. The game-time temperature was 27 Fahrenheit (minus three centigrade) with a wind-chill factor of zero.

No. 11 Tennessee 41, Temple 20: Roland Poles scored three touchdowns, Tony Thompson ran for 120 yards and two scores and Andy Kelley passed for 264 yards as the Volunteers (5-1-2) won in Knoxville, Tennessee.

No. 12 Florida State 41, South Carolina 10: Amp Lee ran for touchdowns on Florida State's first possessions in the first, second and third quarters as the Seminoles (6-2) won in Columbia, South Carolina.

No. 14 Texas 41, Texas Tech 22: Lance Gunn and Boone Powell returned interceptions for touchdowns in the fourth quarter as the Longhorns (6-1 overall, 4-0 in the Southwest Conference) won in Lubbock, Texas.

No. 17 Mississippi 19, LSU 10: Randy Baldwin ran for 89 yards and three touchdowns as Mississippi won in Baton Rouge, Louisiana, to stay on top of the Southeastern Conference. Mississippi (8-1 overall, 4-1 in the SEC) is trying to gain its first Sugar Bowl bid since 1969.

No. 18 Clemson, North Carolina 3: Dexter Davis scored on a 17-yard interception return as the Tigers (8-2), ranked first in the nation in defense, shut down visiting North Carolina.

Colorado State 17, No. 19 Wyoming 8: In Fort Collins, Colorado, Eric Tippeconnic returned an interception 37 yards for a score and Robert Christian got three sacks and a safety as Colorado State gave Wyoming its first loss after nine victories.

No. 20 Michigan 38, Purdue 13: Dwayne Ward scored on a blocked punt and recovered a fumble to set up another score for the Wolverines (5-3) in West Lafayette, Indiana. *(AP, WP, NYT, UPI)*

Air Houston

The Associated Press

HOUSTON — The best U.S. college team could be Houston, but the No. 6 Cougars are on probation and cannot go to a bowl game. Even so, they and quarterback David Klingler put on quite a show.

Klingler threw seven touchdown passes Saturday as Houston beat Texas Christian, 56-35. Not to be outdone, TCU's Matt Vogler passed for 690 yards, an NCAA record. Other records set:

Combined team yards, game — 1,563; old record 1,436, Arizona State vs. Stanford, 1981.

Combined passing yards, game — 1,253; old record 1,092, Arizona State vs. Stanford, 1981.

400-yard passing games, season — 7, Klingler; old record 6, by Andre Ware, Houston, 1989, and Jim McMahon, Brigham Young, 1980.

Yards gained passing by opposing players — 1,253 by Vogler (690) and Klingler (563); old record 959 by Ty Detmer, Brigham Young (470) and Bill Musgrave, Oregon (489), 1989.

Total yards in a game — 696, Vogler; old record, 625, Scott Mitchell, Utah, vs. Air Force, 1988.

Passes, game — 79, Vogler; old record, 76, by Klingler, vs. SMU, 1990.

SCOREBOARD

BASKETBALL

NBA Standings

EASTERN CONFERENCE

Atlantic Division	W	L	Pct	GB
Boston	2	0	1.000	—
Philadelphia	2	0	1.000	—
Miami	1	0	1.000	½
New York	1	1	.500	1
Washington	1	1	.500	1
New Jersey	0	2	.000	2
Central Division				
Atlanta	2	0	1.000	—
Detroit	2	0	1.000	—
Charlotte	1	1	.500	1
Indiana	1	1	.500	1
Milwaukee	1	1	.500	1
Chicago	0	2	.000	2
Cleveland	0	2	.000	2

WESTERN CONFERENCE

Midwest Division	W	L	Pct	GB
San Antonio	1	0	1.000	—
Dallas	1	1	.500	½
Minnesota	1	1	.500	½
Utah	1	1	.500	½
Denver	0	2	.000	1½
Houston	0	2	.000	1½
Orlando	0	2	.000	1½
Pacific Division				
Portland	2	0	1.000	—
Golden State	1	0	1.000	½
LA Clippers	1	0	1.000	½
Seattle	1	0	1.000	½
Phoenix	1	1	.500	1
LA Lakers	0	1	.000	1½
Sacramento	0	2	.000	1½

FRIDAY'S RESULTS

Orlando 23 34 28 26—111
Atlanta 37 23 30 25—115

Catledge 10-14 7-12 27, Anderson 9-14 1-2 19; Wilkins 11-20 8-11 32, Robinson 8-13 3-5 19. Rebounds: Orlando 58 (Smith 12), Atlanta 58 (Willis 11). Assists: Orlando 21 (Vincent 7), Atlanta 29 (Wilkins, Robinson 7).

Cleveland 23 23 33 22—101
Boston 33 23 38 31—125

Price 5-11 7-8 19, C.Brown 8-13 2-3 18; Lewis 13-18 6-6 32, Parish 10-11 3-3 23. Rebounds: Cleveland 46 (Williams 10), Boston 52 (Parish 14). Assists: Cleveland 27 (Price 11), Boston 38 (Bird 15).

New Jersey 26 19 11 25—81
Indiana 31 21 28 28—108

Haley 5-8 1-2 11, Coleman 5-13 1-2 11; Miller 4-8 13-14 22, Fleming 8-13 1-2 17. Rebounds: New Jersey 56 (Coleman 12), Indiana 72 (Thompson 20). Assists: New Jersey 15 (Blaylock 4), Indiana 24 (Fleming 9).

New York 33 29 33 25 11—134
Charlotte 19 35 30 39 7—130

Ewing 14-23 10-14 38, G.Wilkins 10-15 5-8 25; Gilliam 10-20 3-5 23, Curry 8-13 2-3 22. Rebounds: New York 59 (Oakley 15), Charlotte 50 (Gilliam 11). Assists: New York 28 (Jackson 7), Charlotte 33 (Bogues 10).

Washington 24 22 26 23—95
Miami 29 25 31 34—119

King 7-19 4-6 18, Grant 6-17 2-2 14; Burton 9-14 7-9 25, Seikaly 7-7 8-10 22. Rebounds: Washington 59 (Jones 10), Miami 65 (Davis 12). Assists: Washington 24 (King 10), Miami 27 (Douglas 8).

Milwaukee 25 26 26 27—104
Detroit 28 29 31 27—115

Pierce 11-18 7-7 31, Robertson 8-15 1-1 17; Dumars 6-11 7-9 19, Edwards 6-14 6-7 18. Laimbeer 6-11 6-6 18. Rebounds: Milwaukee 45 (Robertson 13), Detroit 55 (Laimbeer 13). Assists: Milwaukee 19 (Roberson 7), Detroit 27 (Dumars, Thomas 6).

Philadelphia 39 28 27 30—124
Chicago 23 29 33 35—116

Barkley 15-21 7-9 37, Dawkins 10-13 5-6 25; Jordan 14-24 5-5 34, Grant 9-13 4-5 22. Rebounds: Philadelphia 54 (Barkley 10), Chicago 46 (Levingston 6). Assists: Philadelphia 24 (Dawkins 11), Chicago 29 (Paxson, Jordan 7).

Dallas 27 16 23 19—85
Minnesota 23 17 25 33—98

Blackman 7-15 7-7 21, Tarpley 6-17 4-6 16; Campbell 11-20 2-2 24, Mitchell 8-13 3-4 19. Rebounds: Dallas 44 (Tarpley 15), Minnesota 49 (Corbin 9). Assists: Dallas 18 (Harper 5), Minnesota 23 (Richardson 15).

Golden State 43 44 35 37—162
Denver 41 42 39 36—158

Mullin 16-25 6-8 38, Hardaway 14-24 3-5 32; Woolridge 11-22 15-20 37, Davis 14-24 5-7 33. Rebounds: Golden State 70 (Tolbert 12), Denver 79 (Rasmussen 13). Assists: Golden State 32 (Hardaway 18), Denver 29 (Adams, Gaines 8).

Houston 27 32 16 14—89
Portland 27 30 29 14—90

Olajuwon 7-20 7-8 21, K.Smith 8-13 4-4 20; Drexler 11-19 7-8 29, Kersey 6-14 11-12 23. Rebounds: Houston 61 (Thorpe, Olajuwon 9), Portland 60 (Kersey 14). Assists: Houston 17 (K.Smith 6), Portland 18 (Drexler 5).

Sacramento 21 25 15 19—80
L.A. Clippers 10 21 27 24—90

Tisdale 10-21 4-6 24, Carr 6-14 3-3 15; Norman 11-20 2-4 24, Kimble 9-15 4-5 22. Rebounds: Sacramento 43 (Tisdale 13), Los Angeles 59 (Smith, Norman 11). Assists: Sacramento 27 (Simmons 8), Los Angeles 29 (Grant 12).

Phoenix 28 30 27 34—119
Utah 29 28 15 24—96

Chambers 14-24 10-13 38, K.Johnson 12-18 5-5 29; K.Malone 12-17 9-11 33, Bailey 7-15 3-4 17. Rebounds: Phoenix 51 (Chambers, West 10), Utah 57 (Eaton 13). Assists: Phoenix 29 (K.Johnson 10), Utah 18 (Stockton 12).

SATURDAY'S RESULTS

L.A. Lakers 38 22 13 26—99
San Antonio 24 30 27 29—110

Worthy 15-26 4-6 35, Perkins 7-13 6-7 22; Cummings 14-23 3-4 31, Robinson 8-13 9-13 25. Rebounds: Los Angeles 41 (Perkins 10), San Antonio 64 (Cummings 8). Assists: Los Angeles 17 (Johnson 11), San Antonio 24 (Pressey 9).

Cleveland 26 24 16 31—97
Detroit 30 24 24 28—106

Dougherty 13-25 9-10 35, Price 5-9 4-4 16; Thomas 10-17 2-2 24, Dumars 7-17 5-5 19. Rebounds: Cleveland 32 (Dougherty, Nance 5), Detroit 63 (Laimbeer 17). Assists: Cleveland 22 (Price 13), Detroit 26 (Thomas 10).

Boston 21 29 29 27—106
New York 35 25 24 19—103

Lewis 10-21 3-4 23, Bird 10-22 1-2 21; Ewing 8-24 11-13 27, Vandeweghe 9-18 7-9 26. Rebounds: Boston 60 (Bird 12), New York 50 (Ewing 20). Assists: Boston 26 (Shaw 9), New York 27 (Jackson 12).

Indiana 23 36 40 21—120
Atlanta 33 27 24 37—121

Miller 8-13 15-16 33, Person 11-22 4-6 27; Wilkins 10-20 10-14 30, Malone 6-11 7-9 19. Rebounds: Indiana 47 (Fleming 7), Atlanta 56 (Malone 14). Assists: Indiana 32 (Person, Fleming, Miller 7), Atlanta 28 (Robinson 10).

Denver 28 20 24 38—110
Dallas 37 34 28 41—140

Woolridge 7-17 7-8 21, Lichti 7-11 0-0 16; Tarpley 11-17 3-3 25, Harper 9-15 2-2 21. Rebounds: Denver 42 (Rasmussen 11), Dallas 65 (Tarpley 13). Assists: Denver 26 (Gaines 9), Dallas 37 (McCray 8).

New Jersey 29 27 22 24 8—110
Philadelphia 28 25 19 30 10—112

Theus 12-21 12-14 36, Coleman 9-15 1-2 19; Hawkins 8-18 14-15 30, Barkley 10-17 6-13 27. Rebounds: New Jersey 51 (Bowie, Coleman 9), Philadelphia 57 (Barkley 10). Assists: New Jersey 28 (Theus 9), Philadelphia 24 (Dawkins 7).

Chicago 23 32 21 21—102
Washington 24 27 28 21—103

Jordan 11-22 6-9 28, Hodges 6-12 0-0 14; B.King 14-30 16-21 44, English 4-9 5-10 13. Rebounds: Chicago 61 (Jordan 10), Washington 53 (Jones 9). Assists: Chicago 16 (Armstrong 4), Washington 24 (King 6).

Charlotte 34 23 23 22—104
Orlando 29 24 20 24—97

Gilliam 7-15 5-6 19, Chapman 5-10 5-6 15; Anderson 13-26 1-5 27, Kite 5-11 3-6 13. Rebounds: Charlotte 47 (Gilliam 13), Orlando 61 (Smith 12). Assists: Charlotte 25 (Bogues 11), Orlando 18 (Vincent, Skiles 5).

Minnesota 18 19 27 27—93
Milwaukee 27 30 19 35—111

Campbell 11-19 7-9 30, Murphy 5-12 3-4 13; Robertson 7-11 4-5 18, Pierce 8-16 2-2 18. Rebounds: Minnesota 45 (Murphy 9), Milwaukee 45 (Grayer 6). Assists: Minnesota 17 (Richardson 8), Milwaukee 27 (Robertson).

Houston 27 28 24 27—106
Seattle 26 30 30 24—118

Olajuwon 9-17 8-9 26, Thorpe 6-10 8-11 20; McDaniel 11-17 2-2 24, Polynice 7-8 4-6 18. Rebounds: Houston 41 (Olajuwon 10), Seattle 53 (Kemp 10). Assists: Houston 15 (K.Smith 4), Seattle 30 (McDaniel, Threatt 7).

Portland 22 27 16 28 19—95
Sacramento 17 18 22 28 8—93

Porter 5-12 8-10 19, Williams 5-8 6-7 16; Tisdale 4-14 13-17 21, Simmons 7-20 4-6 18. Rebounds: Portland 77 (Duckworth 14), Sacramento 63 (Tisdale 15). Assists: Portland 23 (Porter 8), Sacramento 21 (Sparrow 9).

Utah 31 22 29 20—102
Phoenix 29 23 30 19—101

K.Malone 7-16 14-19 29, Bailey 5-12 5-6 15. Stockton 5-11 5-7 15; K.Johnson 7-22 14-17 28, Chambers 4-12 11-11 19. Rebounds: Utah 48 (K.Malone 14), Phoenix 57 (Majerle 9). Assists: Utah 13 (Stockton, Rudd 4), Phoenix 14 (Chambers, K.Johnson 4).

HOCKEY

NHL Standings

WALES CONFERENCE

Patrick Division	W	L	T	Pts	GF	GA
NY Rangers	11	5	0	22	67	40
New Jersey	9	5	1	19	59	48
Washington	9	7	0	18	52	50
Pittsburgh	7	6	1	15	64	54
Philadelphia	7	7	0	14	51	52
NY Islanders	4	10	0	8	36	61
Adams Division						
Montreal	8	6	1	17	51	48
Boston	7	5	2	16	43	50
Buffalo	4	5	4	12	43	40
Hartford	4	8	2	10	33	48
Quebec	3	9	3	9	40	61

CAMPBELL CONFERENCE

Norris Division	W	L	T	Pts	GF	GA
Chicago	10	5	0	20	52	35
St. Louis	9	4	1	19	51	39
Detroit	7	5	3	17	58	57
Minnesota	3	9	3	9	40	58
Toronto	2	12	1	5	41	73
Smythe Division						
Calgary	11	4	0	22	67	43
Los Angeles	9	4	1	19	64	46
Vancouver	7	7	0	14	42	46
Winnipeg	6	8	1	13	48	47
Edmonton	2	8	2	6	31	37

FRIDAY'S RESULTS

NY Islanders 2 0 1—3
NY Rangers 0 1 1—2

McDonough (3), Sutter (5), Reekie (1); Ogrodnick (7), Sheppard (4). Shots on goal: NY Islanders (on Vanbiesbrouck) 17-10-5—32. NY Rangers (on Healy) 5-11-15—31.

Los Angeles 1 2 0—3
Washington 2 1 1—4

Granato (8), Taylor (3), Gretzky (10); Hatcher (4), Druce (7), Kypreos (3), Pivonka (4). Shots on goal: Los Angeles (on Liut) 9-7-7—23. Washington (on Hrudey) 10-10-6—26.

SATURDAY'S RESULTS

Chicago 1 0 2—3
Philadelphia 0 0 1—1

Larmer (13), Presley (4), McNeill (1); Kerr (4). Shots on goal—Chicago (on Wregget) 11-5-6—22; Philadelphia (on Belfour) 5-10-12—27.

St. Louis 1 1 2—4
Hartford 1 0 0—1

G. Cavallini (2), Raglan (2), Stevens (2), Courtnall (8); Holik (4). Shots on goal—St. Louis (on Whitmore) 6-4-10—20; Hartford (on Joseph) 20-5-8—33.

Buffalo 1 2 1—4
Boston 0 1 0—1

Hogue (4), Mogilny (5), Hogue (5), Turgeon (9); Nilan (1). Shots on goal—Buffalo (on Moog) 9-12-13—34; Boston (on Puppa) 7-15-9—31.

NY Rangers 0 0 1—1
Pittsburgh 1 2 0—3

Ogrodnick (8); Gilhen (3), Recchi (8), Cullen (6). Shots on goal—New York (on Pietrangelo) 9-9-8—26; Pittsburgh (on Richter) 10-14-5—29.

Washington 2 2 1—5
N.Y. Islanders 0 1 1—2

Rouse (2), Langway (1), Purves (1), Hunter (4), Hatcher (5); LaFontaine 2 (9). Shots on goal—Washington (on Healy) 10-9-10—29; New York (on Hrivnak) 4-9-8—21.

New Jersey 0 2 2—5
Edmonton 1 0 1—2

Lemieux (6), Kasatonov (2), Shanahan (4), MacLean 2 (7); S. Smith (3), Murphy (3). Shots on goal—New Jersey (on Ranford) 4-14-8—26; Edmonton (on Terreri) 10-4-8—22.

Calgary 2 2 3—7
Toronto 1 0 2—3

Suter (4), Fleury (7), Ranheim (8), Sweeney (2), Makarov (5), Roberts (2), Priakin (1); Thibaudeau (1), Leeman (3), Marois (6). Shots on goal—Calgary (on Ing) 13-15-13—41; Toronto (on Vernon) 6-4-8—18.

Minnesota 0 1 1—2
Quebec 0 0 0—0

DePalma (2), Propp (5). Shots on goal—Minnesota (on Gordon) 5-10-7—22; Quebec (on Casey) 7-6-11—24.

Detroit 0 1 1—2
Montreal 1 1 3—5

Federov (6), Gallant (4); Ewen (1), Lebeau 2 (5), Courtnall (6), Richer (8). Shots on goal—Detroit (on Roy) 2-11-7—20; Montreal (on Cheveldae) 12-7-14—33.

Winnipeg 1 2 2—5
Vancouver 1 1 1—3

Housley (4), Numminen (3), Steen (4), Paslawski (2), Evans (3); Bradley (4), Nordmark (1), Lidster (1). Shots on goal—Winnipeg (on Gamble) 4-13-9—26; Vancouver (on Essensa) 18-6-7—31.

FOOTBALL

Major College Scores

EAST

Army 35, Rutgers 31
Boston U. 26, Maine 24
Cornell 41, Yale 31
Dartmouth 34, Columbia 20
Delaware 35, Connecticut 21
Harvard 52, Brown 37
Holy Cross 43, Bucknell 14
Lafayette 59, Fordham 14
Lehigh 52, Colgate 7
Notre Dame 52, Navy 31
Penn St. 31, West Virginia 19
Princeton 34, Penn 20
Rhode Island 31, Northeastern 11
Syracuse 35, Boston College 6
Villanova 10, New Hampshire 7

SOUTH

Alabama 22, Mississippi St. 0
Citadel 23, VMI 3
Clemson 20, North Carolina 3
Duke 57, Wake Forest 20
Florida 48, Auburn 7
Florida St. 41, South Carolina 10
Georgia Tech 41, Virginia 38
Howard U. 49, Morgan St. 13
Marshall 50, Appalachian St. 0
Massachusetts 26, Richmond 9
Miami, Fla. 45, Pittsburgh 0
Mississippi 19, LSU 10
Tennessee 41, Temple 20
Virginia Tech 20, N. Carolina St. 16
William & Mary 38, Furman 28

MIDWEST

Ball St. 13, Cent. Michigan 3
Bowling Green 28, Kent St. 16
Colorado 27, Nebraska 12
Iowa 54, Illinois 28
Kansas St. 28, Iowa St. 14
Louisville 41, Cincinnati 16
Miami, Ohio 34, E. Michigan 14
Michigan 38, Purdue 13
Michigan St. 45, Indiana 20
Minnesota 21, Wisconsin 3
Ohio St. 48, Northwestern 7
Oklahoma 55, Missouri 10
Toledo 37, W. Michigan 9
Youngstown St. 27, Ohio U. 0

SOUTHWEST

Houston 56, Texas Christian 35
Kansas 31, Oklahoma St. 30
Rice 19, Arkansas 11
Texas 41, Texas Tech 22
Texas A&M 38, Southern Meth. 17

FAR WEST

Arizona St. 34, Oregon St. 9
Brigham Young 54, Air Force 7
California 31, Southern Cal 31, tie
Colorado St. 17, Wyoming 8
Fresno St. 45, UNLV 18
Hawaii 43, New Mexico 16
Idaho 52, N. Arizona 7
Nevada 34, Montana 27
Oregon 28, UCLA 24
Pacific U. 41, Portland St. 35
San Diego St. 66, Utah 14
San Jose St. 44, Fullerton St. 6
Stanford 31, Washington St. 13
Utah St. 55, New Mexico St. 10
Washington 54, Arizona 10

RUGBY

Rugby's Big Eight

Last 10 tests among the eight:

	W	D	L	Tries
1. New Zealand	10	0	1	41
2. England	7	1	3	27
3. Scotland	6	1	3	20
4. Australia	5	0	5	24
5. France	4	0	6	19
6. Ireland	3	0	7	12
7. Argentina	3	0	7	5
8. Wales	1	0	9	9

SATURDAY'S RESULTS

France 3, New Zealand 24

Scoring — New Zealand: Tries by Craig Innes and Gary Whetton; three penalties, two conversions and drop goal by Grant Fox. France: Penalty by Didier Camberabero.

England 51, Argentina 0

Scoring — England: Tries by Rory Underwood (3), Jeremy Guscott (2), Richard Hill and John Hall. Conversions by Simon Hodgkinson (7). Penalties by Hodgkinson (3).

TENNIS

WOMEN'S TOURNAMENT
In Oakland, California
Semifinals

Monica Seles (2), Yugoslavia, def. Zina Garrison (3), U.S., 6-1, 3-6, 6-2; Martina Navratilova (1), U.S., def. Meredith McGrath, U.S., 6-4, 6-3.

ROWING

World Championships

At Lake Barrington, Australia:
SUNDAY'S FINALS

MEN

Pair with coxswain: 1, Italy (Carmine Abbagnale, Giuseppe Abbagnale; Giuseppe di Capua), 6 minutes, 48.30 seconds; 2, Spain, 6:50.52; 3, Yugoslavia, 6:51.84.

Lightweight quadruple sculls: 1, Italy (Francesco Esposito, Massimo Lana, Massimo Guglielmi, Paolo Pittino), 5:46.38; 2, France, 5:48.58; 3, Australia, 5:48.72.

Four without coxswain: 1, Australia (Nicholas Green, Michael McKay, Sam Patten, James Tomkins), 5:52.20; 2, Netherlands, 5:53.41; 3, East Germany, 5:54.71.

Quadruple sculls: 1, Soviet Union (Girts Vilks, Sergei Kinjakin, Nikolay Chuprina, Vitalii Dosenko), 5:40.44; 2, Switzerland, 5:41.81; 3, Italy, 5:42.18.

Lightweight eights: 1, Italy (Enrico Barbaranelli, Roberto Romanini, Fabrizio Ranieri, Alfredo Striani, Franco Falossi, Carlo Gaddi, Andrea Re, Fabrizio Ravasi; Giuseppe Lamberti), 5:35.03; 2, Denmark, 5:36.98; 3, Britain, 5:37.75.

Eights: 1, West Germany (Martin Steffes-Mies, Christoph Korte, Frank Richter, Dirk Balster, Frank Dietrich, Armin Weyrauch, Matthias Ungemach, Roland Baar; Manfred Klein), 5:26.62; 2, Canada, 5:27.57; 3, East Germany, 5:29.88.

WOMEN

Single sculls: 1, Birgit Peter, East Germany, 7:24.10; 2, Silken Laumann, Canada, 7:27.88; 3, Titie Jordache, West Germany, 7:30.03.

Lightweight double sculls: 1, Denmark (Ulla Jensen, Regitze Siggaard), 6:57.96 seconds; 2, United States (Lindsay Burns, Holly Brunkow), 7:03.24; 3, Canada (Brenda Colby, Wendy Wiebe), 7:03.38.

Lightweight four without coxswain: 1, Canada (Rosel Starr, Jill Blois, Diana Sinnige, Colleen Miller), 6:38.48; 2, Australia, 6:40.32; 3, China, 6:42.30.

Quadruple sculls: 1, East Germany (Kerstin Koeppen, Sybille Schmidt, Claudia Krueger, Jana Sorgers), 6:14.08; 2, Soviet Union, 6:20.25; 3, Czechoslovakia, 6:22.33.

Eights: 1, Romania (Constanta Pipota, Anisoara Oarea, Doina Snep, Mariora Curelea, Iulia Bobeica, Veronica Cochela, Marioara Popescu, Doina Robu; Elena Nedelcu), 5:59.26; 2, United States, 6:01.67; 3, East Germany, 6:03.18.

SATURDAY'S FINALS

MEN

Lightweight fours without coxswain: 1, West Germany (Klaus Altena, Stephan Fahrig, Michael Buchheit, Bernhard Stomporowski), 7:3.68; 2, France, 7:05.57; 3, Netherlands, 7:05.84.

Lightweight double sculls: 1, United States (Robert Dreher, Steve Petersen), 7:46.15; 2, West Germany (Peter Moeller, Carsten Krueger), 7:46.38; 3, Austria (Christoph Schmoelze, Walter Rantasa), 7:46.88.

Four with coxswain: 1, East Germany (Mario Groessel, Stefan Schulz, Detlef Kirchoff, Bernd Eichwurzel; coxswain: Hendrik Reiher), 6:46.73; 2, West Germany, 6:48.83; 3, Soviet Union, 6:49.40.

Double sculls: 1, Austria (Arnold Jonke, Christoph Zerbst), 6:56.37; 2, East Germany (Thomas Lange, Stefan Ullrich), 6:57.08; 3, Australia (Peter Antonie, Paul Reedy), 7:04.49.

Pairs without coxswain: 1, East Germany (Thomas Jung, Uwe Kellner), 7:07.91; 2, Soviet Union (Uriy Pimenov, Nicolay Pimenov), 7:10.28; 3, Britain (Matthew Pinsent, Steve Redgrave), 7:12.38.

Single sculls: 1, Yuri Yaanson, Soviet Union, 7:22.15; 2, Vaclav Chalupa, Czechoslovakia, 7:26.98; 3, Eric Verdonk, New Zealand, 7:31.78.

Lightweight single sculls: 1, Frans Gobel, Netherlands, 7:21.24; 2, Wim van Belleghem, Belgium, 7:22.49; 3, Per Saeterdal, Norway, 7:28.80.

WOMEN

Four without coxswain: 1, Romania (Doina Snep, Mariora Curelea, Iulia Bobeica, Doina Robu), 7:51.68; 2, West Germany, 7:52.45; 3, East Germany, 7:56.54.

Double sculls: 1, East Germany (Kathrin Boron, Beate Schramm), 8:18.63; 2, Soviet Union (Inna Frolova, Tatiana Ustiujanina), 8:23.46; 3, United States (Alison Townley, Kris Karlson), 8:29.35.

Pairs without coxswain: 1, West Germany (Stefani Werremeier, Ingeburg Althoff), 8:28.37; 2, United States (Anna Seaton, Stephanie Maxwell), 6:41.62; 3, East Germany (Birthe Steich, Ina Justh), 8:44.59.

Lightweight single sculls: 1, Mette Bloch Jensen, Denmark, 8:12.44; 2, Laurien Vermulst, Netherlands, 8:14.58; 3, Rita Defauw, Belgium, 8:21.20.

SOCCER

1992 EUROPEAN CHAMPIONSHIPS
Qualifying Round, Group Three

	W	L	T	GF	GA	Pts
Hungary	1	0	2	5	3	4
Soviet Union	1	0	1	2	0	3
Italy	0	0	2	1	1	2
Norway	0	1	1	0	2	1
Cyprus	0	1	0	2	4	0

Italy 0, Soviet Union 0

WEST GERMAN CUP, SECOND ROUND

Kaiserslautern 1, Cologne 2
Bayer Leverkusen 0, Bayer Uerdingen 1
Eintracht Frankfurt 0, Nuremberg 0
Karlsruhe 0, VfB Stuttgart 2
Fortuna Duesseldorf 0, Blau-Weiss Berlin 0
Hertha Berlin 1, Duisburg 2
Werder Bremen 2, St. Pauli 0

ENGLISH FIRST DIVISION

Liverpool 3, Tottenham Hotspur 1
Chelsea 1, Aston Villa 0
Coventry 0, Arsenal 2
Derby 2, Luton 1
Everton 3, Queens Park Rangers 0
Leeds 3, Nottingham Forest 1
Manchester United 2, Crystal Palace 0
Norwich 3, Sheffield United 0
Sunderland 1, Manchester City 1
Wimbledon 1, Southampton 1

Standings: Liverpool 31; Arsenal 27; Tottenham 22; Crystal Palace 20; Manchester City 18; Manchester United 17; Leeds 16; Luton 14; Aston Villa, Nottingham Forest, Chelsea, Norwich 13; Queens Park Rangers, Wimbledon, Southampton 12; Coventry 11; Everton, Sunderland 10; Derby 9; Sheffield United 3.

FRENCH FIRST DIVISION

Auxerre 3, Lille 2
Brest 0, Toulouse 0
Nancy 2, Marseille 0
Nice 1, Metz 2
Paris St Germain 0, Cannes 0
Sochaux 1, Nantes 1
St Etienne 1, Monaco 0
Toulon 1, Lyon 0
Montpellier 0, Caen 0
Rennes 2, Bordeaux 1

Standings: Auxerre 23; Marseille 22; Monaco 19; Metz 17; Brest, Nantes 16; Bordeaux, Caen, Paris St Germain, Lille, Lyon 15; Montpellier 14; Toulon, Toulouse, Nancy 13; Sochaux, Cannes, St Etienne 12; Rennes 11; Nice 10.

DUTCH FIRST DIVISION

RKC Waalwijk 1, Den Haag 2
Heerenveen 1, Ajax 4
NEC Nijmegen 0, Vitesse 2
Utrecht 1, Willem II 0
Volendam 2, Fortuna Sittard 1
FC Groningen 4, FC Twente 0
Feyenoord 2, Roda JC 1

Standings: Ajax Amsterdam 17; PSV Eindhoven 16; FC Groningen 14; FC Den Haag, Fortuna Sittard 12; Feyenoord Rotterdam, Vitesse Arnhem 11; Willem II Tilburg 10; Roda JC Kerkrade, FC Volendam, FC Twente Enschede, NEC Nijmegen 9; Sparta Rotterdam, RKC Waalwijk, SVV Schiedam 8; FC Utrecht 7; MVV Maastricht, SC Heerenveen 4.

SPANISH FIRST DIVISION

Barcelona 0, Burgos 0
Sevilla 1, Sporting Gijon 0
Real Oviedo 2, Valencia 1
Castellon 0, Atletico Madrid 0
Real Mallorca 1, Osasuna 1
Real Zaragoza 1, Athletic Bilbao 0
Cadiz 1, Tenerife 2
Real Sociedad 1, Real Valladolid 1
Logrones 1, Real Betis 0
Real Madrid 2, Espanol 1

Standings: Barcelona 16; Sevilla 15; Logrones 14; Real Madrid 13; Osasuna, Atletico Madrid 12; Burgos 11; Castellon, Real Sociedad 10; Espanol, Sporting Gijon, Zaragoza, Athletic Bilbao, Oviedo 9; Valladolid, Mallorca, Tenerife 8; Valencia 7; Cadiz 6; Betis 5.

AUTO RACING

Australian Grand Prix

Results Sunday from the 3.778-kilometer (2.349-mile) Adelaide street course with drivers, country, make of car and laps completed:

1, Nelson Piquet, Brazil, Benetton, 81, 167.399 kph (104.020 mph); 2, Nigel Mansell, Britain, Ferrari, 81; 3, Alain Prost, France, Ferrari, 81; 4, Gerhard Berger, Austria, McLaren-Honda, 81; 5, Thierry Boutsen, Belgium, Williams, 81; 6, Riccardo Patrese, Italy, Williams, 80; 7, Roberto Moreno, Brazil, Benetton, 80; 8, Jean Alesi, France, Tyrrell, 80; 9, Pierluigi Martini, Italy, Minardi, 79; 10, Nicola Larini, Italy, Ligier, 79.

FINAL OVERALL STANDINGS

1, Ayrton Senna, Brazil, 78 points; 2, Prost 71; 3, Piquet 43; 4, Berger 43; 5, Mansell 37; 6, Boutsen 34; 7, Patrese 23; 8, Alessandro Nannini, Italy, 21; 9, Alesi 13; 10, Moreno; Ivan Capelli, Italy; Aguri Suzuki, Japan, 6; 13, Eric Bernard, France, 5; 14, Derek Warwick, U.K.; Satoru Nakajima, Japan, 3; 16, Calli-Modena 2; 18, Mauricio Gugelmin, Brazil, 1.

ATHLETICS

New York Marathon

MEN

1, Douglas Wakiihuri, Kenya, 2 hours, 12 minutes, 39 seconds; 2, Salvador Garcia, Mexico, 2:13:19; 3, Steve Brace, Britain, 2:13:32; 4, Juma Ikangaa, Tanzania, 2:14:32; 5, John Campbell, New Zealand, 2:14:34; 6, Peter Maher, Canada, 2:15:05; 7, Filemon Lopez, Mexico, 2:16:23; 8, Jakov Tolstikov, Soviet Union, 2:16:38; 9, Herbert Steffny, Germany, 2:16:47; 10, Pedro Ortiz, Colombia, 2:16:57.

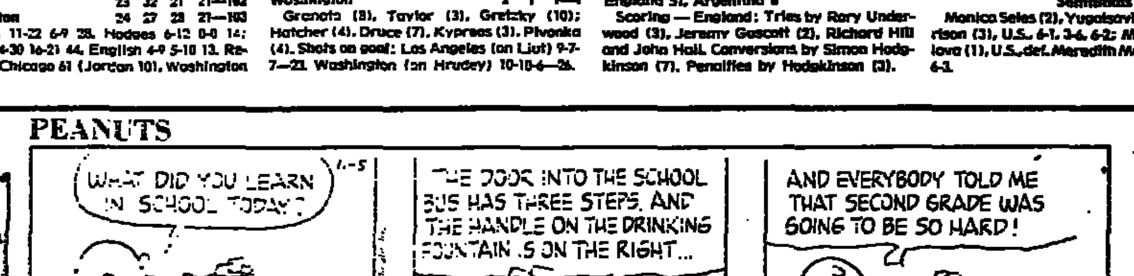
WOMEN

1, Wanda Panfil, Mexico, 2:30:45; 2, Kim Jones, Spokane, Wash., 2:30:50; 3, Kathrin Dorre, Germany, 2:33:21; 4, Grete Waitz, Norway, 2:34:34; 5, Tatyana Zuyeva, Soviet Union, 2:35:48; 6, Jocelyne Villeton, France, 2:36:12; 7, Zoya Ivanova, Soviet Union, 2:36:29; 8, Nancy Ditz, Woodside, Calif., 2:37:15; 9, Evy Palm, Sweden, 2:38:00; 10, Lisa Weidenbach, Pine Plains, New York, 2:38:05.

DENNIS THE MENACE

"HE SHOULD BE WEARING A WARNING LABEL!"

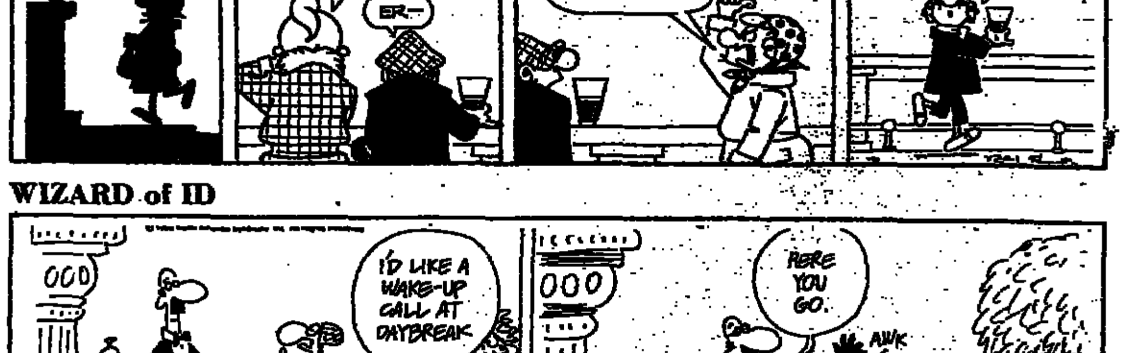
PEANUTS



ANDY CAPP

BLONDIE

WIZARD of ID



JUMBLE THAT SCRAMBLED WORD GAME by Henri Arnold and Bob Lee

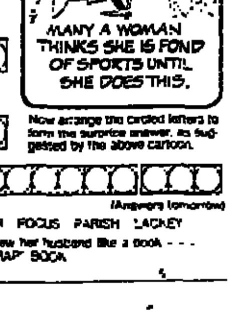
Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

TREXE

NIRAY

MINDOO

SECCAR



Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Answer here:

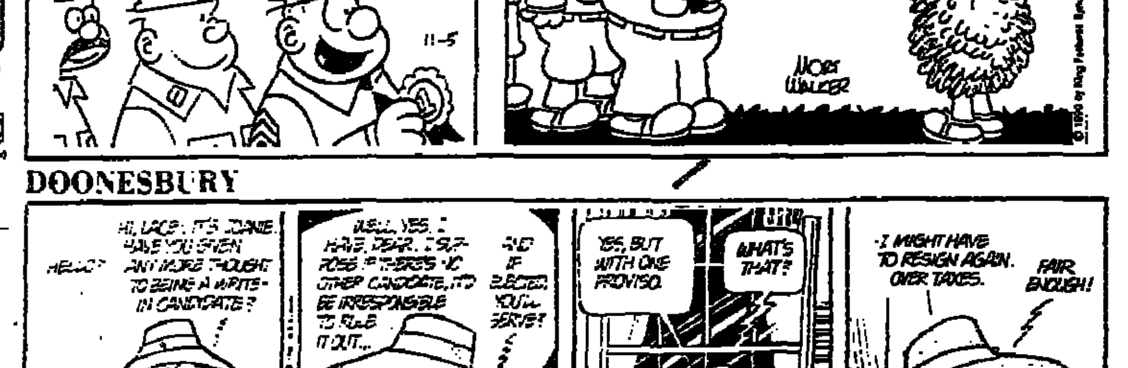
(Answers tomorrow)

Saturday's Jumbles: ABHOR FOCUS PARISH LACKEY
Answer: She knew her husband like a book — A "SCRAP" BOOK

BEETLE BAILEY

REX MORGAN

DOONESBURY



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MONDAY SPORTS

Thigh Injury Stops Becker In Paris Final With Edberg

By Nick Stout
International Herald Tribune

PARIS — Stefan Edberg, his No. 1 ranking at stake, won the Paris Open by default Sunday when Boris Becker's left thigh gave out with the score 3-3 in the first set.

That virtually assured the 24-year-old Swede of ending the 1990 tennis season ranked as the world's best.

"What can I say?" Becker told the 14,000 or so spectators as he accepted his runner's-up trophy. "I'm a bit sad. I had a good chance. But that's how life goes."

Edberg, who got $270,000 for winning the most lucrative tournament on the ATP Tour, said "the match had a lot of ingredients. Boris would have been No. 1 if he had won today. I was aware of that."

Becker, who got $145,240, was still perplexed by his injury more than an hour later.

"My left side is just not doing what it was this morning," he said, adding that the pain was in the muscle on the front of his thigh.

The French Tennis Federation's medical service later issued a statement saying only that there was damage in the quadriceps and that further tests were needed to determine the extent of the injury.

Becker said he was eager to see his doctor in Munich, and that he might be advised to slow down. He had crammed four tournaments into the past five weeks and had reached the final in each, beating Edberg for the titles in Sydney and Stockholm and losing to Ivan Lendl in Tokyo.

He had played 20 singles matches — and seven doubles matches — in this period.

Becker said he had no way of knowing if he would recover in time for the ATP championship finals beginning Nov. 13 in Frankfurt. As for seeing the chance to be No. 1 slip away, he said: "I've been playing very, very good tennis. If I play like that next year, then I should reach that goal."

As it stands, Becker and Edberg will be 225 points apart going into Frankfurt. For Becker to claim the No. 1 spot, he would have to win all five of his matches in the eight-player, round-robin tournament and Edberg would have to lose consistently.

Becker, who had a tough semifinal match with Jonas Svensson on Saturday, said after a 3-hour something pop Sunday as he was playing out the point at 2-2, 30-30. He lost the point on a wide forehand volley, although salvaging the game for a 3-2 lead.

But after the changeover, during which his thigh was taped, Becker limped back out and said a few words to Edberg.

"He told me that he'd probably have to retire but that we should try a few more points," Edberg said.

It was clear that something was wrong when Becker did not even bother to chase down his opponent's volleys in that sixth game, which Edberg won at love.

Now it was Becker's serve. He tossed the ball high, but was unable to bring the racket up to meet it, and signaled to Edberg that the match was over. The spectators, who had paid as much as $40 a ticket, jeered.

Becker's match with Svensson on Saturday had been grueling.

Becker had lost the first set and was trailing, 2-4, in the second before rebounding for a 4-6, 7-6, 6-1 victory. The turning point was a missed smash by Svensson while he was serving at 4-3, 30-30. What should have been game point for Svensson instead became break point for Becker, and the German took advantage of the opportunity to even the score at 4-4.

Becker won the tiebreaker, at 7-5, and that seemed to demoralize the Swede who had eliminated Lendl earlier in the tournament.

Edberg had an easy semifinal match with Sergi Bruguera, avenging a first-round loss to the Spaniard in the French Open five months ago with a 6-3, 6-3 triumph.

On Sunday, after the default, Edberg offered to play an exhibition set for the benefit of the crowd, but an opponent could not be found. So the fans went home in daylight after the American team of Marty Davis and David Pate beat Darren Cahill and Mark Kratzmann of Australia for the doubles title.

Edberg offered the reminder that he, too, had been forced to default in January, when a torn stomach muscle stopped him against Lendl in the Australian Open final.

"I got hurt in Australia," Edberg said, "so I sort of got it back on credit today."

Keith B Srakocic-The Associated Press

Steelers' Bryan Hinkle, right, sacking the Falcons' quarterback, Chris Miller. Even when not down, Miller was frequently out of it, throwing three interceptions.

Montana Rallies 49ers, Redskins Win in Overtime

Compiled by Our Staff From Dispatches

Joe Montana rallied San Francisco from a 10-0 deficit with three touchdown passes, and the unbeaten 49ers held on to beat the Packers, 24-20, Sunday in Green Bay, Wisconsin. It was San Francisco's 16th straight victory over two seasons.

The 49ers (8-0) won their 14th straight regular-season road game and avenged their last loss, a 21-17 setback to the Packers last November at Candlestick Park.

Montana moved past John Hadl into fifth place on the National Football League's career pass yardage list by completing 25 of 40 for 411 yards. He completed a six-yard touchdown pass to Brent Jones with 12:45 left, giving the 49ers their first lead at 17-10 and completing a 42-yard drive that began after a short punt by the Packers.

Green Bay (3-5) then drove to the 49ers' 12, but settled for Chris Jacke's 37-yard field goal with 8:17 remaining to make it 17-13.

A minute later, Montana hit Jerry Rice over the middle and Rice sprinted past the Packers defense for a 64-yard touchdown and a 24-13 lead with 7:16 to go.

Green Bay came back, moving 72 yards in two minutes with Don Majkowski passing to Sterling Sharpe for 17 yards and a touchdown, cutting the lead to 24-20.

The Packers got the ball back with 2:12 left but no timeouts. However, Perry Kemp fumbled after a pass reception with 1:48 to go — the only turnover of the game.

Redskins 41, Lions 38: Chip Lohmiller's 34-yard field goal with 5:50 left in overtime completed Washington's comeback from a 21-point deficit and gave the Redskins the victory in Pontiac, Michigan.

The field goal followed a 12-play drive from Washington 10 to the Detroit 17. Jeff Rutledge, who took over at quarterback in the second half, completed five passes for 69 yards in the drive.

The Redskins scored 17 consecutive points in the fourth quarter to force the overtime. The tying touchdown was scored by Rutledge on a 12-yard keeper with 18 seconds remaining, the culmination of an 85-yard drive.

Rutledge, who completed 30 of 42 passes for 363 yards, came into the game in place of starter Stan Humphries with 10:23 left in the third quarter and Washington trailing, 35-14.

Rodney Peete, the Lions' quarterback, left with a pulled hamstring muscle in the third quarter.

Chiefs 9, Raiders 7: The Chiefs tightened the American Football

NFL ROUNDUP

Conference West race with the home victory over Los Angeles, achieved on three field goals by Nick Lowery and an aggressive defense.

Lowery's third kick, a 41-yarder, came 3:02 into the fourth quarter, exactly three minutes after Steve Smith had gone in from the two for the only touchdown of the game, giving the Raiders a 7-6 lead.

The victory left the Chiefs at 5-3, just a game behind the division-leading Raiders (6-2).

Dolphins 23, Cardinals 3: In Miami, Dan Marino threw touchdown passes of 17 yards to Tony Paige and seven to Mark Clayton and the defense shut down Phoenix for Miami's fifth straight victory.

The Dolphins' defense, ranked first in the NFL going into the game, held Johnny Johnson, the National Football Conference's leading rusher, to 27 yards on 11 carries.

In addition to Marino's touchdown passes, the Dolphins (7-1) scored on a 21-yard field goal by Pete Stoyanovich and two 19 yarders.

Eagles 48, Patriots 20: Randall Cunningham threw for 240 yards and four touchdowns and ran for a fifth score to boost the Eagles in Veterans Stadium.

Cunningham threw for four touchdowns for the first time this season, completing passes from 37 and three yards to Keith Jackson, and hitting Fred Barnett from 37 yards and Calvin Williams from 23 yards.

Cunningham also scored on a 52-yard run and gained 124 yards rushing on eight carries. Heath Sherman also ran for 113 yards, marking the first time since Dec. 17, 1978 that Philadelphia had two runners gain at least 100 yards in one game.

Steelers 21, Falcons 9: Bubby Brister passed for two second-half touchdowns and the Steelers' defense forced five turnovers in the victory in Pittsburgh.

Warren Williams put the game out of reach with a 70-yard touchdown with 2:41 left in the game. It was the longest run of Williams's NFL career, the longest by a Steeler this season and the longest given up by Atlanta this season.

Atlanta's Chris Miller, the league's fifth-rated quarterback, threw his first interception in 116 attempts on the final play of the first half, then was intercepted twice in the second half by a Steeler defense ranked second in the league against the pass.

Saints 21, Bengals 7: Craig Heyward and Rueben Mayes each rushed for 100 yards as New Orleans spoiled Cincinnati's first home game in six weeks.

The Saints (3-5) simply overpowered the Bengals' defense — statistically the second-worst in the NFL.

Heyward carried 19 times for an NFL career-high 121 yards and a one-yard touchdown that put the Saints ahead by 21-7 in the fourth quarter. Mayes complemented him with 115 yards on 30 carries. It was only the third time the Saints have had two 100-yard rushing efforts in a game.

The Bengals (5-4) suffered a major loss when strong safety David Fulcher sustained a possible shoulder separation and missed the second half.

Jets 24, Cowboys 9: Rookie Terance Mathis tied an NFL record with a 98-yard punt return, sparking New York in East Rutherford, New Jersey.

Mathis caught Mike Saxon's 60-yard punt over his shoulder late in the second quarter. Mathis headed upfield, broke open, cut right and had only Saxon to outrun to the end zone for his first NFL touchdown.

(AP, UPI)

Wakiihuri and Panfil Win in New York Marathon

Timothy Clary/Agence France-Presse

Wanda Panfil and Douglas Wakiihuri.

Compiled by Our Staff From Dispatches

NEW YORK — Douglas Wakiihuri of Kenya, the silver medalist at the 1988 Summer Olympics, broke away past the 20-mile (32-kilometer) mark and won Sunday's hot and humid New York City Marathon.

Wanda Panfil, a Polish-born resident of Mexico, won the women's division and spoiled Grete Waitz's bid for an unprecedented 10th victory.

It was Wakiihuri's first marathon in the United States and the third for Panfil, who did not finish the '88 New York City Marathon after falling near the 16-mile mark and suffering a bruised ankle.

The warm temperatures, reaching 72 degrees Fahrenheit (22 degrees centigrade), and high humidity are considered unfavorable conditions for marathoners.

After staying with the lead pack for the first 20 miles, Wakiihuri took control with a 4:57 mile in mile 21, pulling away to a 40-second victory over Mexico's Salvador Garcia, winner of the '89 New Jersey Waterfront Marathon.

Wakiihuri's time was 2 hours, 12 minutes, 39 seconds, the slowest since Italy's Orlando Pizzolato won in 2:14:53 in 1984 on the hottest day in the 21-year history of the race. On that day, the temperature reached 79 degrees Fahrenheit.

"It was really hard," said Wakiihuri, who won the 1987 world title in Rome. "We knew from the start we wouldn't make a good time. Everybody was sweating before the race. I was even having problems with my legs."

Sunday, Britain's Steve Brace was third and Juma Ikangaa of Tanzania, the defending champion, was fourth. John Campbell, a 41-year-old New Zealander, was fifth in 2:14:34, a Masters course record.

Panfil, who took the women's lead just past the nine-mile mark, was timed in 2:30:45 and beat a fast-closing Kim Jones of the United States. Jones, second for the second consecutive year, clocked 2:30:50.

The five-second difference was the closest among the women in the race's history. Panfil's time was the slowest since Waitz won for the first time in 1978 in 2:32:30.

Waitz, 37, running the marathon for the first time in two years because of injuries, struggled to finish fourth in 2:34:34.

Germany's Katrin Dorre, the '88 Olympic bronze medalist who was running her first marathon since the Seoul Olympics, was third in 2:33:21. She took off last year to have a baby.

For the 27-year-old Wakiihuri, who trains in Japan, this was another major victory in a streak of big-meet success.

In only seven previous marathons, he won such prestigious events as the '89 London Marathon in a personal-best 2:09:03 and the '90 Commonwealth Games marathon.

Wakiihuri's only previous race in the United States was in 1987, when he won a 10,000-meter race in Eugene, Oregon.

(AP, UPI)

SIDELINES

Germans, Italians Dominate Rowing

LAKE BARRINGTON, Australia (UPI) — Italy cleaned up at the last day of the World Rowing Championships on Tasmania's Lake Barrington Sunday, taking three gold medals.

The two Germanys won three gold medals between them Sunday and East Germany finished with the most golds at the championships, five. West Germany and Italy each won three. It was the last time that the two Germanys will compete separately at a major sporting event.

Italy's men's lightweight eight won for the sixth year in a row. And for the sixth time, Fabrizio Ravasi stroked the crew to victory.

Australia-New Zealand Wins in Golf

INAGI, Japan (AP) — An Australian-New Zealand PGA team was declared the winner, based on total strokes, after its title match against U.S. pros was rained out Sunday in the $1.15-million Four Tours World Championship of Golf.

Australia-New Zealand and the United States each had 20 points from match victories in round-robin play, but the Australia-New Zealand team had the best total stroke score, 1,261. The European team was third overall with 18 points and Japan was fourth with 14.

In Rugby, It's England and All Blacks

LONDON (Combined Dispatches) — Simon Hodgkinson scored an English record 23 points in a 51-0 rout of Argentina, and New Zealand won the first of its two international rugby union matches from France, 24-3.

In the test match in London, England turned an 18-0 halftime lead into a rout Saturday with 33 second-half points. Argentina's Federico Mendez was ejected, then suspended for four weeks, for punching England lock Paul Ackford.

In Nantes, France, the All Blacks' Grant Fox got 16 points from two conversions, three penalties and a drop goal in the last minute.

(AP, Reuters, UPI)

$280 Million Settlement in Baseball

NEW YORK (NYT) — Baseball's club owners will pay players $280 million in damages under a settlement that will bring to a close the aftermath of the owners' three-year conspiracy against free agents, a lawyer involved in the case said Saturday.

It will be the largest owner-to-player payment ever made in sports.

● The final four eligible players became free agents Friday, as Scott Sanderson of Oakland, Mickey Hatcher of Los Angeles, Mark Thurmond of San Francisco and Mike Pagliarulo of San Diego brought the total number of available free agents to a record 95.

● The Cincinnati Reds' owner, Marge Schott, and star outfielder Eric Davis, who complained publicly that the team ignored him after his World Series injury in Oakland, California, emerged from a private meeting Friday in Cincinnati to say they have begun settling the dispute.

For the Record

Peace Corps, returning to the United States after a campaign in Sweden, Norway and France, won her third consecutive Breeders Crown race Saturday, the Mare Trot in Pompano Beach, Florida. *(AP)*

Police in Leipzig, Germany, opened fire on rioters during a massive free-for-all Saturday outside a soccer stadium, killing one person and injuring three, authorities said. Police said 80 were arrested in the fighting between fans of Sachsen Leipzig and FC Berlin. *(UPI)*

Soccer fans in Ismailiya, Egypt, clashed with police Friday, leaving two dead. Witnesses said police fired into the crowd and used tear gas on rampaging fans after the match between Ismailiya and Mahala. *(AP)*

Kim Poog Jun of South Korea outpunched Panamanian Silverio Barcenas to retain the World Boxing Association minimum weight crown by a decision in a 12-round title bout Saturday in Seoul. *(AP)*

Piquet Wins Last Race Of Formula One Season

Compiled by Our Staff From Dispatches

ADELAIDE, Australia — Nelson Piquet of Brazil held off a determined finishing effort Sunday by Britain's Nigel Mansell to win the season-ending Australian Grand Prix for his second consecutive Formula One victory.

At 38 the oldest man on the track, Piquet drove a mistake-free race in his Bennetton, completing 81 laps on the 2.348-mile (3.8-kilometer) street course just outside Adelaide's downtown in 1 hour, 49 minutes and 44.570 seconds.

Mansell, 37, overcame a spinout halfway through the race, then finished strongly to take second.

Piquet, seventh on the starting grid, steadily worked his way through traffic and moved past Mansell into second halfway through the race. He took the lead when pole-sitter Ayrton Senna of Brazil, who until then had dominated the race, rammed into a tire barrier in a cloud of dust on lap 62.

That ended Senna's pursuit of a seventh Grand Prix victory this year.

Alain Prost of France gave Ferrari a 2-3 finish, but was 37.259 seconds behind Piquet. Senna's McLaren-Honda teammate, Gerhard Berger of Austria, was fourth, followed by defending champion Thierry Boutsen of Belgium, the only other driver to finish on the same lap.

Prost tried to make a move right after the start but was pinned in by Mansell and Berger. Senna held a lead of 1.7 seconds after just one lap.

He was assured of his second drivers' title before the race started, while McLaren-Honda had clinched the constructors' championship.

Prost was officially reprimanded after storming out of a regular meeting of Formula One drivers to discuss safety aspects ahead before the race. *(AP, Reuters)*

Agence France-Presse

Senna had to face it: a crash also ended his Australian Grand Prix.

Fangio, 79, Puts Dent in Festivities

Reuters

ADELAIDE, Australia — Juan-Manuel Fangio demonstrated that while the love of speed may never wane, age takes its toll on reflexes.

The Argentine, five times the world champion in the 1950s, put a dent in a priceless Mercedes-Benz "Silver Arrow" when he spun out and hit a wall with the eight-cylinder car during a lap of honor Saturday at the Australian Grand Prix.

Fangio, now 79, had won two world titles in the Mercedes-Benz W196, which had been flown out specially from the Mercedes museum in Stuttgart, Germany, for celebrations here marking the 500th Formula One grand prix.

Wearing a cloth helmet and goggles, he was enjoying the sun and the applause so much that he appeared to enter a turn near the end of the course too swiftly, spun into a sandtrap and banged the side of the car into a barrier.

Fangio finished his lap, but left organizers with the task of explaining the dent to the museum.

Fielder in Japan: Mutual Admiration

By Claire Smith
New York Times Service

TOKYO — Cecil Fielder, the American player who successfully returned to major league baseball after starring in Japan, rested Sunday after going one for four in the second game of what for him is a homecoming tour of sorts.

Fielder is the main attraction in a team of touring major league all-stars, an American import not only welcomed but idolized as a hero.

Saturday night, as Japan's all-stars beat the Americans, 4-3, for a sweep of the first two games of the eight-game series, Fielder singled and scored a run. Then he got a chance to relax when Sunday's game in Saitama was pushed back to Monday because of rain.

Fielder played for Japan's Hanshin Tigers in 1989, hitting 38 home runs and batting in 81 runs in 106 games. Now that he has returned after becoming the first major league player in 13 years to hit more than 50 homers in a season, the Detroit Tigers' first baseman has caused an extraordinary stir.

"Has it been more hectic for Cecil?" asked Peter Miller, an American-born businessman in Tokyo who is a consultant to the Major League Baseball Players Association and who is coordinating Fielder's schedule. "It's about 30,000 times more hectic than it is for the other players."

It's already being reported in the Japanese press that games to be played in the Osaka area this week may draw 50,000 because that's the region in which Fielder's former team plays.

But Fielder wasn't sure his 51 homers this season mean all that much to the fans here.

"I don't really know if the people here understand the accomplishments I had this year at home," he said. "But they understand that I was a player here at one time and that I did a good job this season."

Before the first game, Fielder's every move provoked a commotion. Dozens of photographers would spring into action with each Cecil sighting. At times, the movement was so sudden that the batting cage swayed as if it were being buffeted by winds.

Miller, as a 10-year resident of Japan as well as the son of Marvin Miller, the founder of the Major League Baseball Players Association, knows both baseball cultures. He thinks that Fielder's return to the States helped key the outpouring of interest.

"In most cases, foreign players have been at the end of their careers when they come here," said Miller. "But Cecil, he learned patience at the plate and how to hit home runs here. Then he went back. Now, he's considered a hometown boy. So it's not surprising he's very popular here."

The fondness works both ways.

"If you take the time to look around Japan," Fielder said, "you'll see some wonderful things. And one thing you can say about the Japanese fans is that they're never down on anybody and I think that's great."

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Old Blue Eyes at 75: A Frank Sinatra Reprise

By Mike Zwerin
International Herald Tribune

IN a 1956 Encyclopedia of Jazz poll, Sinatra was voted top male singer by 56 out of 120 musicians, black and white, of all styles and ages — Duke Ellington, André Previn, Bud Powell, Benny Goodman, Carmen McRae, Miles Davis, Horace Silver, Nat King Cole, Gerry Mulligan and Lester Young for starters.

Old Blue Eyes, who will be 75 on Dec. 12, is a musician's musician, a singer's singer and the critics' and public's choice. Not many artists have reached such a wide audience for so many years with such quality.

A four-disk box, "Frank Sinatra: The Reprise Collection" (1960-1984), will be released on Nov. 13. Novelist William ("Ironweed") Kennedy, who wrote the liner notes, heard him in concert earlier this year. "How can anybody be so good for so long?" he asks. "You listen and know that this is not Frank in his best voice ever but it doesn't matter. It's *his* sound, *his* cadence, *his* tune, *him*, and it's as good as it can be and that's still very very good."

The only child of a family with Sicilian roots, Francis Albert Sinatra sang in his Hoboken, New Jersey, high school glee club. In 1937, at the age of 22, he was part of a group called the Hoboken Four which won first prize on the Major Bowes Original Amateur Hour radio show. Harry James signed him two years later and their version of "All or Nothing at All" went to No. 2 on the charts. Girls began to swoon.

With the Tommy Dorsey band in 1940, "I'll Never Smile Again" was No. 1. The swooning reached hysterical proportions. Young Frankie was skin and bones with concave cheeks and a prominent adam's apple and looked in dire need of chicken soup. Maternal instincts were aroused as well as libidos. When he leaned on the microphone, swooners thought it was for physical support. Poor love-starved boy. But he was using it as an instrument, pulling it closer and pushing it away from his mouth according to the force and register of the note or phrase. All singers do this now; Sinatra was the first.

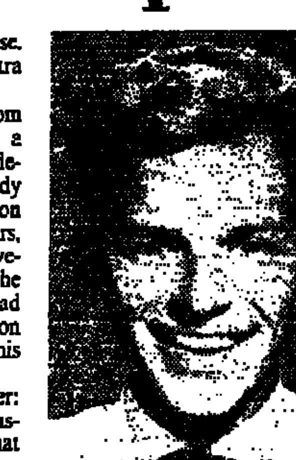
He learned breath control from Dorsey and articulated like a trombone, for example his trademark gliss down to the melody note from above. Going out on his own during the war years, though his voice was still relatively thin and he took no chances, he had 17 top 10 singles. Due to bad management, dumb production and changing public taste, his popularity gradually declined.

Later, he told an interviewer: "At 38 years old, I was a has-been. Sitting by a phone that wouldn't ring. Wondering what happened to all the friends who grew invisible when the music stopped. Finding out how tough it is to borrow money when you're all washed up." Perhaps this was when he came up with his famed slice of cynicism: "A friend in need is a . . . drag."

After literally begging for the role, he won an Oscar for the best supporting male actor, playing Maggio in "From Here To Eternity." Two years later (1955), his interpretation of a junkie card dealer in Otto Preminger's "Man With a Golden Arm" was widely praised. While becoming increasingly cocky and self-indulgent on-screen, his singing matured.

He acquired the commercial clout and musical taste to be able to choose songs that suited and meant something to him by leading writers like Johnny Mercer and Alec Wilder. Phrasing for the meaning of the lyrics in addition to the logic of the melody, he sounded like he believed every word. Although Sid Vicious did a pretty good job with "My Way," certain songs became his own, other singers still hesitate to touch them ("The Lady Is a Tramp"). He hired skillful arrangers like Nelson Riddle, Claus Ogerman and Gordon Jenkins, honed his vibrato and pushed and laid back on the tempo with impeccable time and intonation, unmistakable timbre and trumpet obligatos by Harry (Sweets) Edison.

Miles Davis could have been speaking of Sinatra when he said.



UPI (above); Christian Rose

Sinatra, above in the '40s, is still doing it his way, his sound, his cadence, his tune, him.

with disarming modesty: "I've been blessed with perfect time. It's something you can't learn." And he went on to assess the root of his success: "My tone. People immediately recognize me with one note."

Sinatra's textures worked as what Erik Satie called "furniture music." The amount of lovemaking Sinatra inspired boggles the imagination. He was romantic more than sexual. His consonant tenderness was inspirational, encouraging longer kisses, gentler caresses and . . . perhaps we'd better change the subject.

"The Voice" is a fearless reactionary. Recently, he publicly chastised singer Sinead O'Connor for vetoing the "Star Spangled Banner" at her concerts. Strung-out on power, he changed his allegiance without a hitch from the Kennedys to Ronald Reagan when the former cut him loose because his ties to Mafia-linked figures appeared too numerous to be coincidental (the role of the gangster-bankrolled singer making a comeback in "The Godfather" is widely believed to be based on Sinatra).

This story is heavily puncuated with booze, brawls and miscellaneous vulgarity. At the very least, he can be called rude. How can he make such sensitive music?

The question is not new. Asked what it was like touring Russia with Benny Goodman, Zoot Sims replied: "Every gig with Benny Goodman is in Russia." Benny could be a tyrant, yet he played fine clarinet and his band was magnificent. Richard Wagner inspired Adolf Hitler. The respected American poet Ezra Pound broadcast anti-Semitic speeches on Italian radio during World War II. Michael Brecker, a saxophone superstar who has played on countless record dates with the demanding likes of Paul Simon and Steely Dan, told me the only time he was truly nervous in a studio was backing Sinatra, who never needed more than two takes and was often vicious with sloppy hornblowers.

From William Kennedy's liner notes: "You do not have to have Frank on video, or in a movie or TV show, or even invent conversation in person with this fellow who is a stranger. You really don't need these presences. All you need is the music the man has made and that has been with you all your life."

Sinatra's voice had dropped a fourth or so by the '60s, becoming funky around the edges. Cracked notes provided additional emotional impact. Some critics said he was losing his voice. But it was only aging like fine wine.

"For the first time his work takes on the hue of jazz," Gene Lees writes about this period in his book, "Singers and the Song."

"And the swing is insouciant, unself-conscious, he has learned to ride a rhythm section. And whatever he lost in length of phrase (which he later regained) is more than compensated for by the emotional depth of his reading and the bounce he brings to the songs. . . . For a time, for a very long time, Frank Sinatra turned the singing of the American song into an art form."

LANGUAGE

Vegging Out on He/She and ZZZs

By William Safire

NEW YORK — "You ask about Marlin," George Bush wrote, kidding around earlier this year about his press secretary, Marlin Fitzwater. "He is a serious contender for the coveted Scowcroft Award. . . . He needs to improve his record on sleeping in important meetings. The Scowcroft Award gives extra points for he/she who totally craters, eyes tightly closed, in the midst of meetings."

This citation from The New York Times was sent in by Elizabeth N. Tate of New Haven with a shocked paraphrase of Little Red Riding Hood: "Grammar, what big teeth you got!" It was tucked in a file labeled "virgule" for its replacement of *one* with *he/she*. The president's jocular note was cross-filed under "slobject," my code word for "sloppy use of object," because the president should have used *him/her*; in the phrase "for him/her who totally craters," the slashed pronoun is the object of the preposition "for," which requires a *him* or *her*, and is not the subject of the clause "who totally craters," which would lead the misuser into *he* or *she*. But my filing system flopped because I was looking for the presidential use of *crater* as a verb. Took hours to find.

The *crater* hunt was inspired by this sentence in Clifford Irving's new novel, "Trial": "I've known enough liars so that one more won't *crater* me."

Our search begins in ancient Greece, where *kerannynai* meant "to mix"; from that root came *crater*, a bowl in which wine and water were mixed by Greek partygoers who wanted wine on the rocks but didn't know how to freeze water. The bowl's shape interested speakers of English, who began using it in the early 17th century to describe the bowl-shaped depression at the top of a volcano, and about a century ago to describe the holes caused by meteorites crashing into other heavenly bodies.

That gives us the noun *crater*, which was verbified by scientists studying candlepower in 1884, the verb meaning "to form a crater or hollow," in "This arrangement is found to have given a better light than the solid rod, which is apt to 'crater' or become hollow in its burning end." But whence the slang verb *to crater*, now freely used by presidents and novelists?

My speculation is that *to crater* is an extension of the slang verb *to crash*, one sense of which is "to fall sound asleep." In his Dictionary of American Slang, Stuart Berg Flexner cited a 1973 usage from Family Circle magazine — "I heard about this place and hoped maybe I could crash here for a day or two" — and defined this intransitive *crash* as "to sleep or reside at a place, typically for a single night or just a few days without an invitation." Another sense was added by college students: "to pass out drunk," a synonym for *zonk out, cork off, get lost on the sauce*.

Thus, our search for Judge Crater (an obscure allusion to a New York jurist named Joseph Force Crater, whose disappearance in 1930 caused great media interest but remains unexplained) leads to this sense of the intransitive slang verb *to crater*: "to fall sound asleep," resulting in the presidential granting of the Scowcroft Award, a prize apparently drawn from a crisis-management occasion in which Brent Scowcroft, the national security adviser, did not impress his boss with a state of appropriate alertness.

In its transitive state (taking an object), as in Clifford Irving's "won't crater me," the verb can mean "destroy, devastate" or "cause to veg out."

That brings us to a related term that puzzles Barbara Levine, a teacher in Hastings-on-Hudson, New York. "I have been stewing over a certain expression — *vegging out* — and wonder why our noble vegetables are so maligned," she writes. "I suppose it comes from the term *to vegetate*, 'to exist with little mental and physical activity.' While I know that there are people who lead dull lives and sit on couches becoming potatoes, why the association with vegetables?"

Levine is apparently struck by the current perversion of the Latin word *vegetare*, "to animate," from *vegetus*, "lively," and *vegere*, "to rouse, excite." These reflect the opposite of the current meaning of *to veg out*.

Blame it on Colley Cibber, a spirited British playwright and actor unjustly deprecated by the literary biggies Pope and Johnson. Cibber turned the word's meaning around in his 1740 "Apology for His Life" by coining *vegetate* in this line: "The man who chuses never to laugh . . . seems to me only in the quiet state of a green tree; he vegetates, tis true, but shall we say he lives?" His meaning was "to be growing, but unthinking; to be alive but not lively."

That led to the current slang meaning of the noun *vegetable*: "someone who is mindless, out of it." The story is told of the young woman dining out with a group of much older men, who is asked by the waiter for her meat order and replies, "Roast beef." Waiter: "And for your vegetables?" "They'll just have to order by themselves."

□

Xinhua, the Chinese news agency, reported from Cairo in English that an 84-year-old sheikh, Rashid ibn Said al Maktoum, had died. The agency noted that "he was a founder of the United Arab Emirates, which was born in 1971 grouping seven emirates in the Trucial Coast under a federal system."

Trucial? The only time I had seen that word was in a piece by Irving Kristol in The Washington Post titled "Born-Again Isolationists," in which the neoconservative leader chided some colleagues on the right for a narrow view of the national interest.

The reason for the need for United States intervention in the Gulf, he wrote, "is simple: it is a serious challenge to our national interest to have any single, hostile power control the Middle East's reserves and supply of oil." That was why "we are intervening to ensure the freedom of Saudi Arabia and the Trucial States from domination by a resurgent Iraq."

The adjective *trucial* means "bound by a truce." The word is used almost exclusively to refer to the Gulf states on the Oman peninsula that agreed, in the truce of 1835, to cease their sea warfare. In 1971, these seven semi-independent sheikhdoms, long under British protection, formed a nation called the United Arab Emirates, with its capital Abu Dhabi.

Irving Kristol must have been reading the British statesman George N. Curzon's 1891 "Persia and the Persian Question," in which "Trucial States" was coined. In the pronunciation of Gulf terms, *sheikh* sounds like the French *chic*, though "shake" is also accepted; *emir* is ih-MEER, though you can also get away with A-meer in a permissive crowd, and *trucial*, which shows you to be steeped in the history of the area, rhymes with *crucial*.

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